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THE AMERICAN

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The American Literary Gazette and Publishers' Circular.

[ESTABLISHED 1852.]

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VOL. LIII., No. 3.

NEW YORK, January 15, 1898.

WHOLE NO. 1355

D. APPLETON & CO.'S NEW BOOKS.

The Psychology of Suggestion.

A Research into the Subconscious Nature of Man and Society. By BORIS SIDIS, M.A., Ph.D., Associate in Psychology at the Pathological Institute of the New York State Hospitals. With an Introduction by Professor WILLIAM JAMES, of Harvard University. Illustrated. 12mo, cloth, \$1.75.

The book is an original investigation into the nature of suggestion and into the subconscious mechanism of the human mind. The subconscious nature of man's psychic life is closely examined, and a theory of the constitution and activity of the mind is worked out. The theory of the subconscious is used to elucidate many important pathological phenomena of individual and social life. Mental epidemics are traced to their source, and their causes and nature of operation are examined and explained.

"A fascinating study. . . It handles the subjects of hypnotism, double personality, and the subconscious self in an exhaustive and scientific but none the less popular style."—*New York Herald*.

Evolutional Ethics and Animal Psychology.

By E. P. EVANS, author of "Animal Symbolism in Ecclesiastical Architecture," etc. 12mo, cloth, \$1.75.

This book describes the evolution of ethics, or the growth of rules of conduct in primitive human societies, particularly with reference to man's ideas regarding the lower animals and his treatment of them. The first part, on Evolutional Ethics, discusses that conduct of tribal society, the influence of religious belief on it in the course of evolution, and man's ethical relations to the animals, closing with a chapter on the doctrine of metempsychosis. The second part, on Animal Psychology, treats of manifestations of mind in the brute as compared with those in man, the possibility of progress in the lower animals, their powers of ideation, and speech as a barrier between man and beast. On the scientific foundation which he thus aims to construct the author bases a claim for the recognition of the rights of animals, which he regards as subordinate only to the rights of our fellow-men. The book is spiced with interesting anecdote, and is exceedingly readable.

Modern English Literature.

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"The book is extremely readable—more readable, in fact, than any other volume dealing with this vast subject that we can call to mind."—*London Times*.

A Treatise on Surveying.

By WILLIAM M. GILLESPIE, LL.D. Edited by CADY STALEY, Ph.D., President of the Case School of Applied Science, Cleveland, Ohio. New edition, in Two Parts. Part II., Higher Surveying. 8vo, cloth, \$2.50.

The volume, completing the work, includes triangular surveying, geodesy, trigonometric leveling, barometric leveling, and precise leveling, topography, field astronomy, hydrographical surveying, mining surveying, city surveying, and other special topics. The best authorities have been consulted in order to render the work as reliable as possible.

Sunset.

By BEATRICE WHITBY, author of "The Awakening of Mary Fenwick," "Mary Fenwick's Daughter," etc. No. 232, Town and Country Library. 12mo, cloth, \$1.00; paper, 50 cents.

"The world of novel-readers will be pleased to see Beatrice Whitby's name on the title-page of a new story. 'Sunset' will fully meet the expectations of her many admirers, while for those (if such there be) who may not know her former books it will form a very appetizing introduction to these justly popular stories."—*London Globe*.

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It is a common method to begin the study of plants by means of formal ideals—or definitions—but the author believes that the proper way to begin it is by means of plants. The definition sets a model and tells the pupil what he shall see, the plant shows him what there is to be seen, and the definition follows. The book contains over 450 carefully chosen and well-executed illustrations.

THE STUDY OF HISTORY AND LITERATURE UNDER MODERN METHODS

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By EDWARD CHANNING, Professor of History, Harvard University, author of "The United States of America, 1765-1865." With maps, illustrations, etc.

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Ample lists of references, general readings, and illustrative material make this book peculiarly valuable to the general reader. Suggestive questions will enable any reader to adopt the better methods of studying history, which a few colleges already encourage by their requirements for admission.

American Literature.

By KATHARINE LEE BATES, Professor of Literature, Wellesley College, author of "The English Religious Drama," etc.

Students' Edition, \$1.00
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The work is divided into six chapters, viz.: I., The Colonial Period.—II., The Revolutionary Period.—III., The remaining four dealing with the National Era or the Nineteenth Century.—IV., General Aspects.—V., Poetry.—VI., Prose Thought.—VII., Prose Fiction. Following these is an Appendix of suggested readings and classified references.

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NOTES IN SEASON.

J. B. LIPPINCOTT Co. have in press a new novel by Capt. Charles King, entitled "A Trooper Galahad," and a new novel by Dr. A. Conan Doyle, entitled "A Desert Drama, being the Tragedy of the Korosko."

T. Y. CROWELL & Co. have made arrangements to bring out a new edition of "Facts I Ought to Know About the Government of My Country," by William H. Bartlett, principal of the Chandler Street School, Worcester, Mass.

C. W. BARDEEN, Syracuse, N. Y., has bought from Lee & Shepard the plates of Landon's "School Management," and has added it to his *Standard Teachers' Library*. It may hereafter be had in cloth at \$1.25, and in paper at 50 cents.

D. C. HEATH & Co. have in press for their *Modern Language Series* Zschokke's "Der zerbrochene Krug," edited with complete notes for elementary students, a vocabulary, and English exercises based upon the text for re-translation into German, by Professor E. S.

Joynes, author of the "Joynes-Meissner German Grammar."

LAMSON, WOLFFE & Co., Boston, have in press a "History of the Lowell Institute," by Mrs. Harriet Knight Smith, which has been closely preceded by a "History of the Smithsonian Institution," which was not, as recorded inadvertently in our "Weekly Record" for January 8 (page 25), printed at the U. S. Government Printing Office, but by the De Vinne Press, of New York.

D. APPLETON & Co. have just ready "A Short History of Modern English Literature," by Edmund Gosse, a new volume in the *Literatures of the World* series; and "Sunset," a novel by Beatrice Whitby, author of "The Awakening of Mary Fenwick," etc., a new volume in *Appleton's Town and Country Library*. Their announcements for January include a new volume by Herbert Spencer, entitled "Various Fragments"; "H. R. H. the Prince of Wales," an account of his life, etc., illustrated; "Bimetallism," by Major Leonard Darwin; "Evolutional Ethics and Animal Psychology," by E. P. Evans; "The Psychology of Suggestion," by Boris Sidis, with an introduction by Prof. William James; "The Story of Animal Life in the Sea," illustrated by L. J. Hickson; "Astronomy," illustrated, a new volume in the *Concise Knowledge Library*; "Cru-soe's Island," a bird-hunter's story, by Frederick A. Ober; and "A Fiery Ordeal," a novel, by Tasma.

THE MACMILLAN COMPANY has in press a work on "The Storage Battery," by Augustus Treadwell, Jr., which will give the complete history of the development of the storage battery and its uses down to the present day. A unique feature of the book will be the table giving data for all storage batteries in use to-day, and the great number of charge and discharge curves for the most prominent types. In the table will be found reliable data for the capacity per pound of element and total weight, with their rates of discharge, the energy, the efficiency and the ratio of the weight of the active material to the total weight of the positive plate. The next volume in *Macmillan's Series of Economic Classics* will be a translation of Targot's "Reflections on the Formation and Distribution of Riches (1770)," by the editor of the series, Prof. W. J. Ashley, of Harvard. They have also in preparation "The Bible Story Retold for Young People." The volume will contain the "Old Testament Story," by W. H. Bennett, of Hackney and New Colleges, London, and the "New Testament Story," by W. F. Adenev, of New College, London. This book is designed to supply the want of such a presentation of the narratives contained in the Bible as shall be suitable for the reading of young people. The results of recent historical research and biblical criticism are brought to bear on the story, to throw light on it and also to prevent misapprehensions. The book is reduced to reasonable dimensions, by the omission of those portions of the narrative which are less suitable for young people, and also of incidents not essential to the story. In this way the salient features are emphasized and some sense of proportion observed, while there is scope for those dramatic elements which have always fascinated young readers of the Bible.

WEEKLY RECORD OF NEW PUBLICATIONS.*

The abbreviations are usually self-explanatory. *c.* after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Books of foreign origin of which the edition (annotated, illus., rated, etc.) is entered as copyright, are marked *c. ed.*; translations, *c. tr.*; *n. p.*, in place of price, indicates that the publisher makes no price, either net or retail, and quotes prices to the trade only upon application.

A colon after initial designates the most usual given name, as: *A.*: Augustus; *B.*: Benjamin; *C.*: Charles; *D.*: David; *E.*: Edward; *F.*: Frederic; *G.*: George; *H.*: Henry; *I.*: Isaac; *J.*: John; *L.*: Louis; *N.*: Nicholas; *P.*: Peter; *R.*: Richard; *S.*: Samuel; *T.*: Thomas; *W.*: William.

Sizes are designated as follows: *F.* (folio: over 30 centimeters high); *Q.* (4to: under 30 cm.); *O.* (8vo: 25 cm.); *D.* (12mo: 20 cm.); *S.* (16mo: 17½ cm.); *T.* (24mo: 15 cm.); *Tt.* (32mo: 12½ cm.); *Fe.* 48mo: 10 cm.). *Sq.*, oblong; *obl.*, designate square, oblong, narrow books of these heights.

Agrippa, H. Cornelius, of Nettesheim. Three books of occult philosophy or magic, by the famous mystic, Henry Cornelius Agrippa von Nettesheim, Counselor to Charles Fifth, Emperor of Germany, and Judge of the Perogative Court. Book 1, Natural magic; which includes the early life of Agrippa, his seventy-four chapters on natural magic, new notes, illustrations, index; ed by Wilhs F. Whitehead. [Also] The magic mirror: a mes-age to mystics, containing full instructions on its make and use, by direction of the Brotherhood of Magic. Chic., Hahn & Whitehead, 1898. c. 288 p. por. O. cl., net, \$5. [95]

Agrippa's system of magic, consisting of three books, known as "Occult philosophy," was first published from 1509-1510, and republished in 1533 with additional chapters. The only English translation of the work appeared in London, 1651. The present work, Natural magic, is Book 1 of "Occult philosophy" and the first issue of a thoroughly revised edition of the translation of 1651. Although the broad English of the seventeenth century is modified, care has been taken to preserve the quaintness of the text. Besides the original illustrations, new and selected ones are added. V. 3 of the work will contain a general index.

Ames, A. H., M.D., D.D. The Revelation of St. John the divine: an interpretation. N. Y., Eaton & Mains, [1898.] c. '97. 280 p. D. cl., 90 c. [96]

An essay "based upon a conviction that the closing book of the canon of the New Testament, known as the Revelation of St. John, presents the thoughts of that holy man and inspired apostle upon the subject of the kingdom of Christ, as derived by him from the Old Testament Scriptures and from the teachings of Christ, or as drawn from direct revelations made to himself."

***Aristophanes.** Wasps; ed., with introd., metrical analysis, critical notes, and commentary, by W. J. M. Starkie. N. Y., The Macmillan Co., 1898. 94+452 p. 16°, (Macmillan's classical ser.) cl., net, \$1.40. [97]

***Bangs, L. Bolton, M.D., and Hardaway, W. A., M.D., eds.** American text-book of genito-urinary and skin diseases (including syphilis). Phil., W. B. Saunders, 1898. 1000 p. il. 8°. (American text-book ser.) cl., subs., net, \$7; shp. or hf. mor., net, \$8. [98]

Barrows, J. H., D.D. A world-pilgrimage; ed. by Mary Eleanor Barrows. Chic., A. C. McClurg & Co., 1897. c. 4-479 p. il. O. cl., \$2. [99]

Observations of art and life, with anecdotes of travel in Germany, France, Italy, England, Greece, the Holy Land, Egypt, India, China, and Japan. First given to the *Chicago Record* and *The Interior* in letter form.

Beet, Jos. Agar, D.D. The last things. N. Y., Eaton & Mains, 1897. 15+318 p. D. cl., \$1.25. [100]

An effort to reproduce impartially and fully the teachings of the New Testament on the Second coming of Christ, and the future punishment of sin. The testimony of each sacred writer is first considered

separately, then the evidences are examined as a whole, in order to properly define their proportionate place in the New Testament, and to determine their bearings on the subjects. Although the volume is to a certain extent polemic, controversy is subordinate to positive scriptural teaching.

***Blackstone, W.** Abridgment of Blackstone's commentaries by W. C. Sprague; 4th ed. Detroit, Mich., Collector Pub. Co., 1897. c. 8+538 p. D. cl., \$2.50; shp., \$3. [101]

***Bouvier, J.** Bouvier's law dictionary. New ed. rev. and brought to date, by Francis Rawle. [In 2 v.] V. 1. [A to I.] Bost., The Boston Book Co., 1897. c. 18+1125 p. O. shp., complete work, \$12. [102]

***Butler, G. F., M.D.** A text-book of materia medica, therapeutics and pharmacology. Phil., W. B. Saunders, 1898. 858 p. il. 8°, cl., net, \$4; shp., net, \$5. [103]

***Carpenter, G. R.** Principles of English grammar for the use of schools. N. Y., The Macmillan Co., 1898. 10+254 p. 12°, hf. leath., net, 75 c. [104]

Channing, E. A students' history of the United States. N. Y., The Macmillan Co., 1898. c. '97. 38+603 p. por. D. hf. mor., \$1.40. [105]

A history of the constitutional, the political, and the industrial development of the United States. The colonial period and the history of the nation since 1783 are particularly dwelt upon. The narrative is preceded by an introduction describing the land and its resources. Primarily designed for the use of students in their last year in the High School; may be adapted, however, to the needs of lower grades, or may be used with additional reading in Normal schools and colleges. At the beginning of each chapter is a list of "Books for consultation," divided as "General reading," "Special accounts," "Sources and bibliography," and "Illustrative material." There are also marginal references and suggestive questions and topics. Author is professor of history in Harvard University.

Clark, A. H., comp. A complete roster of Colonel David Waterbury Jr.'s Regiment of Connecticut Volunteers, the first regiment of infantry responding to a call for volunteers for the defence of New York City against the British in the American Revolution. N. Y., A. S. Clark, 1897. c. 20 p. O. pap., net, \$1. [106]

***Clarkson, Arthur.** A text-book of histology: descriptive and practical; for the use of students. Phil., W. B. Saunders, 1898. 554 p. il. 8°, cl., net, \$6. [107]

***Crookshank, Edgar M.** A text-book of bacteriology; including the etiology and prevention of infective diseases, and an account of yeasts and moulds, hematozoa and psorosperms. Phil., W. B. Saunders, 1898. 700 p. il. col. pl. 8°, cl., net, \$6.50. [108]

Dryden, J. Palamon and Arcite. N. Y.,

* In this list, the titles generally are verbatim transcriptions (according to the rule of the American Library Association) from books received. Books not received are indicated by a prefixed asterisk, and this office cannot be held responsible for the correctness of their record.

American Book Co., 1898. c. 3-111 p. por. D. (Eclectic English classics.) bds., 20 c.

[109]
This well-known poem is published with notes and an introduction giving a history of the poem.

Dunton, Larkin, ed. Young folks' library. The world and its people. V. 12, Book 8, Australia and the Islands of the sea. by Eva M. C. Kellogg. Bost., Silver, Burdett & Co., 1897. c. 448 p. map, il. D. cl., 85 c.

[110]
A volume in the series of geographical readers called "The world and its people," being a division of "The young folks' library." It gives compact and recent information in attractive style about the people, scenery, life, etc., of the numerous islands of the world.

Fernald, Ja. C., March, Francis Andrew, [and others], eds. A standard dictionary of the English language designed to give the orthography, pronunciation, meaning, and etymology of over 6000 words and phrases in the speech and literature of the English-speaking peoples, with synonyms and antonyms; containing also an appendix of proper names, foreign phrases, faulty diction, disputed pronunciations, abbreviations, etc., etc.; abridged from the Funk & Wagnalls' "Standard dictionary of the English language." *Students' ed.* N. Y., Funk & Wagnalls Co., 1897. c. 7+915 p. O. hf. leath., net, \$2; shp., net, \$3.50.

[111]
Designed to supply the need of an English dictionary of moderate size and cost, retaining the characteristic excellence of the "Standard dictionary," primarily for the use of students in school and college, but adapted also for the office desk and the library table, and for general popular use. The 300,000 words and phrases of the "Standard dictionary" have been carefully reviewed, with the purpose of retaining all that are likely to be met with in a somewhat extended course of English reading or study.

***Georgia. Supreme ct.** Reports of cases at the Mar. and Oct. terms, 1896. V. 99. Stevens and Graham, reprints. Atlanta, pub. by the state, 1897. c. 31+887 p. O. shp., \$3.50.

Gosse, Edmund W. A short history of modern English literature. N. Y., Appleton, 1898. c. 97. 5+416 p. D. (Literatures of the world ser.) cl., \$1.50.

[113]
Mr. Gosse's principal aim has been to show the movement of English literature. He desires above all else to give the reader, whether familiar with the books mentioned or not, a feeling of the evolution of English literature in the primary sense of the term, the disentanglement of the skein, the slow and regular unwinding, down succeeding generations, of the threads of literary expression. He has retained the character of a historical survey, with the introduction of the obvious names, and has kept before him as the central interest, expression, form, and technique.

***Griffith, J. P. Crozer, M.D.** Infant's weight charts: 25 charts in each pad. Phil., W. B. Saunders, 1898. 12°, per pad, net, 50 c.

[114]
***Hamilton, T. F., ed.** American negligence cases, [cited Am. neg. cas.] A complete coll. of all reported negligence cases decided in the United States supreme court, the United States circuit courts of appeals, all the United States circuit and district courts, and the courts of last resort of all the states and territories, from the earliest times, etc. V. 7. N. Y., Remick, Schilling & Co., 1897. c. 26+782 p. O. shp., \$6.50.

[115]
***Harbottle, T. Benfield.** Dictionary of quotations: classical; with authors and sub-

ject indexes. N. Y., The Macmillan Co., 1898. 648 p. sq. 8°, cl., \$2.

[116]
***Hedley, W. S., M.D., and Rowland, Sydney, eds.** Archives of the Roentgen ray (formerly "Archives of clinical skiagraphy"): a series of collotype il., with descriptive text, illustrating the applications of the new photography to medicine and surgery; 4 pts. issued yearly until complete. V. 1, Pts. 1-4. V. 2, Pt. 1. Phil., W. B. Saunders, 1898. F. per pt., \$3.

[117]
***Howell, W. H., M.D., ed.** An American text-book of phy-iology. Phil., W. B. Saunders, 1898. 1052 p. il. 8°, subs., cl., net, \$6; shp. or hf. mor., net, \$7.

[118]
***Iowa.** Laws (code revision of 1897). Compilation of the laws and legal forms for the convenience of farmers, mechanics, merchants, bankers, and lawyers: business manual. Corning, Ia., J. W. Weed, 1897. 75 p. (pr. on one side of leaf.) S. pap., \$1.50.

[119]
***Jackson, Rev. G.** The Ten Commandments. N. Y. and Chic., Fleming H. Revell Co., 1898. 191 p. 8°, cl., \$1.

[120]
***Kansas.** General statutes of the state, 1897; cont. all laws of a general nature, from the admission of the state in 1861 to the 8th day of May, 1897, [etc.] comp. and annot. by W. C. Webb; pub. by authority. In 2 v. Topeka, W. C. Webb, 1897. c. 931; 1001 p. O. shp., \$11.

[121]
***Keats, J.** Lyrical poems; ed. by Ernest Rhys, with an etched por. N. Y., The Macmillan Co., 1898. 23+188 p. 16°, (Lyric poets ser.) limp cl., \$1.

[122]
***Keen, W. W., M.D.** The surgical complications and sequels of typhoid fever. Phil., W. B. Saunders, 1898. 400 p. il. 8°, cl., net, \$3.

[123]
***Keen, W. W., M.D., and White, J. W., M.D., eds.** An American text-book of surgery; containing a section on "the use of Roentgen rays in surgery." 2d. rev. ed. Phil., W. B. Saunders, 1898. 8°, cl., subs., net, \$7; shp. or hf. mor., net, \$8.

[124]
***Lee, Sidney, ed.** Dictionary of national biography. V. 53. N. Y., The Macmillan Co., 1898. 6+485 p. 8°, cl., net, \$3.75.

[125]
Lewis, Julius A. A prince of the blood: a novel. [Mt. Kisco, N. Y., Bedford Publishing Co.,] 1898. c. 97. 259 p. D. pap., 50 c.

[126]
A secret society, supposed to have organized in Great Britain, and to have extended its membership to New York, plots to restore the House of Stuart, claiming that Charles Edward, the Young Pretender, did not die without issue as is generally believed, and that a direct descendant of the Prince came to America in 1838; basing the claim on documentary evidence. A secret service man is hired to trace the missing Prince, and his efforts bring about the startling events of the singular story.

***Lockyer, Jos. Norman.** The sun's place in nature; il. and an appendix. N. Y., The Macmillan Co., 1898. 16+360 p. 8°, cl., net, \$2.75.

[127]
***M., H., and T., M. A. R.** Handbook to Christian and ecclesiastical Rome; in 2 pts. Pt. 1, The Christian monuments of Rome. Pt. 2, The liturgy in Rome, feasts and functions of the church, the ceremonies of Holy week. N. Y., The Macmillan Co., 1898.

- 11+547: 8+355 p. 8°, cl., Pt. 1, \$2.50; Pt. 2, \$1.75. [128]
- Martin, Caroline.** The Blue Ridge mystery: a novel. N. Y., Rob. L. Weed Co., [1898.] c. '97. 2-373 p. D. cl., \$1.25. [129]
The time of the story is about 1860. The scene and most of the action is in South Carolina. The heroine is the daughter of a woman who was cruelly murdered in the Blue Ridge Mountains; she is later adopted by Doctor Cresswell and wife; her romantic history after adoption is told in a novel which reveals also the mystery in the life of the murdered woman.
- *Meigs, Arthur V., M.D.** Feeding in early infancy. Phil., W. B. Saunders, 1898. 12°, limp cl., net, 25 c. [130]
- Moireau, M. A.** La guerre de l'Indépendance en Amérique jusqu'à 1783: ed. and annot. by Alphonse N. Van Dael. Bost., Ginn & Co., 1897. c. 5+59 p. D. pap., 25 c. [131]
- *Moore, Ja. E., M.D.** Orthopedic surgery; il. with 177 half-tones from photographs made especially for this work. Phil., W. B. Saunders, 1898. 360 p. 8°, cl., net, \$2.50. [132]
- *New York. Supreme ct.** Reports of cases in the appellate division; Marcus T. Hun, rep. V. 20. [July to Oct.,] 1897. Off. ed. N. Y. and Alb., Banks & Bros., 1897. c. 51+712 p. O. shp., net, \$3. [133]
- Newcomb, Florence Danforth.** The carnival of Venice, and other poems. N. Y., F. Tennyson Neely, [1898.] c. '97. 5-172 p. O. cl., \$1.25. [134]
- Orr, Ja., D.D.** The Ritschlian theology and the evangelical faith. N. Y., T. Whitaker, [1898.] 12+276 p. S. (Theological educator.) cl., net, 75 c. [135]
An exposition of the system of theology founded on the teachings and writings of Albrecht Ritschl, who attained prominence as a theologian after the publication of his work, "The Christian doctrine of justification and expiation" (1870-74). The author briefly outlines the career of Ritschl, and makes a careful study of his mental development, and a critical analysis of his religious thought, showing the bearings of the Ritschlian movement on evangelical faith and its relationship to the philosophies of Kant, Schleiermacher, Lotze, and other theologians, with its divergences from the principles of Luther and Melancthon. The influence of this school of philosophy on modern religious belief is also shown. Index; bibliography (4 p.).
- Peloubet, Francis N., D.D.** Suggestive illustrations on the Gospel according to Matthew: illustrations from all sources, picturesque Greek words, library references to further illustrations, photographs of celebrated pictures referred to; for the use of leaders of prayer-meetings, Christian endeavorers, Sunday-school teachers, pastors. N. Y., E. R. Herrick & Co., [1898.] c. '97. 14+463 p. O. cl., \$1.25. [136]
Metaphors and similes to be used in connection with Scriptural discussions. The first volume of a prospective series, called "Suggestive illustrations," deals with Matthew, giving Gospel text, and following with illustrations. There is a purpose to furnish ready material, also to suggest other illustrations to the speaker.
- *Philadelphia. County courts of common pleas and Courts of quarter sessions on oyer and terminer.** Rules; with notes by M. Arnold. Phil., E. P. Allinson, 1897. c. 71+177 p. (Even nos. blank.) O. hf. shp., \$1.50. [137]
- *Pollard, A. F., ed.** Political pamphlets; sel. and arr. by A. F. Pollard; with an introd. and explanatory notes. N. Y., imported by H. Holt & Co., 1897. 345 p. 12°, (Pamphlet lib.) cl., \$1.75. [138]
- *Pringle, J. J., ed.** Pictorial atlas of skin diseases and syphilitic affections; from the French; photo-lithocromes from the famous models of dermatological and syphilitic cases in the Museum of the St. Louis Hospital, Paris; with explanatory woodcuts and text. Phil., W. B. Saunders, 1898. 12 pts. F. per pt., \$3. [139]
- *Rhys, Ernest, ed.** Literary pamphlets chiefly relating to poetry, from Sidney Byron; selected and arr., with introd. and notes, by Ernest Rhys. N. Y., imported by H. Holt & Co., 1897. 2 v., 278; 273 p. 12°, (Pamphlet lib.) cl., \$3. [140]
- *Schweinitz, G. E. de, M.D.** Diseases of the eye: a handbook of ophthalmic practice. 2d ed. rev. and enl. Phil., W. B. Saunders, 1898. 679 p. il. 8°, cl., net, \$4; shp. or hf. mor., net, \$5. [141]
- Shakespeare, W.** Shakespeare's men and women: an every-day book: chosen and arranged by Rose Porter. N. Y., E. R. Herrick & Co., [1898.] c. '97. 2-239 p. D. cl., \$1.25. Holiday ed., \$1.75. [142]
Selections from the sonnets, poems, and plays of Shakespeare, containing pleasing reflections on the traits of men and women. Arranged for daily reading, or for use as a reference-work.
- *Sharp & Alleman Co.'s lawyers' and bankers' directory for 1898.** Jan. ed.; cont. the names of over 7000 capable and trustworthy attorneys, [etc.] in the U. S. and Canada [etc.] Phil., Sharp & Alleman, [1897.] c. 1488 p. O. shp., \$5. [143]
- *South Dakota. Supreme ct.** Reports of cases from the decisions of Nov. 1, 1895 to and including the decisions of June 17, 1897, with notes, references, and index, by Robert W. Stewart, st. rep. V. 8. Pierre, Carte Pub. Co., 1897. c. 20+703 p. O. shp., \$3. [144]
- *Sparrow, G., comp.** A condensed index to the minor liens filed in the office of the clerk of Kings County, N. Y., cont. all sheriff's certificates, general assignments, orders appointing receivers, [etc.] from beginning of the indices to Jan. 1, 1897. N. Y., Lawyers' Real Estate Agency, 1897. c. 254 p. O. hf. shp., \$5. [145]
- Stewart, C.** Stewart's telegraphic code, by means of which any number from one to a million can be expressed by a single word of not more than ten letters. St. Paul, Minn., published by the author, C. Stewart, 1897. c. 3-22 p. S. pap., 25 c. [146]
- *Stoney, Emily A. M.** Practical points in nursing: for nurses in private practice. Phil., W. B. Saunders, 1898. 456 p. il. 8°, cl., net, \$1.75. [147]
- Sturges, Beatrice, comp.** Beautiful women of the poets: selected and arr. by Beatrice Sturges. N. Y., E. R. Herrick & Co., [1898.] c. '97. 2+171 p. 1 il. D. cl., \$1.25. Holiday ed., \$1.50. [148]
Selections from representative poets, wherein they have eulogized the virtues and attractions of women.
- *Van Valzah, W. W., M.D., and Nisbet, J. Douglas, M.D.** Diseases of the stomach. Phil., W. B. Saunders, 1898. 600 p. il. 8°, cl., net, \$3.50. [149]
- Waring, G. Edwin, jr.** Street cleaning and the disposal of a city's wastes: methods and results, and the effect upon public health, public morals, and municipal prosperity.

N. Y., Doubleday & McClure Co., 1898.
c. '97. 5+230 p. por. D. cl., net, \$1.25.

[150]

Contents: History of the department of street cleaning; Conditions under recent administrations; The effect of political control as shown by the condition of the department at the beginning of the present administration; The reorganization of the force; Street sweeping; Carting; Final disposition of garbage; Final disposition of street sweepings and ashes; Final disposition of paper and rubbish; Stock and plant, by Major H. C. Cushing, assistant superintendent; The removal of snow, by H. L. Stidham, snow inspector; Street railroads and pavements in New York; Street cleaning in Europe: a report of observations made in the summer of 1896; The juvenile street cleaning leagues, by D. Willard. Appendix. Index.

Waterloo, Stanley. A man and a woman.
New ed. Chic., Way & Williams, 1897.
c. '92. 250 p. D. cl., \$1.25.

[151]

Formerly published by F. J. Schulte & Co. See notice, "Weekly Record," P. W., April 30, 1892 [1057.]

Whitby, Beatrice. Sunset. N. Y., Appleton, 1898. c. '97. 2+293 p. D. (Appleton's town and country lib., no. 232.) cl., \$1; pap., 50 c.

[152]

The story of a husband and wife living in London, and in moderate circumstances, who finally drift apart, the wife eloping with a friend. Mr. Beaumont's life is spent earning money that is recklessly squandered by Mrs. Beaumont in dress and other extravagances. A good picture is given of their uncomfortable home and their neglected little girl Alix. It is this home to which Frances Blake comes on an indefinite visit, and has her own life seriously influenced by the sensational events of that visit. Hers has been a disappointed life, which finds its happiness at "sunset."

***Wilson, Ja. C., M.D., ed.** An American text-book of applied therapeutics: for the use of practitioners and students. Phil., W. B. Saunders, 1898. 1326 p. il. 8°, subs., cl., net, \$7; shp. or hf. mor., net, \$8.

[153]

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Lewis, A prince of the blood..... 50

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South Dakota, *Supreme ct.*, Repts., v. 8 (Stewart)..... 3.00

A. S. CLARK, 174 Fulton St., N. Y.
Clark, Complete roster of Colonel David Waterbury Jr.'s regiment of Connecticut volunteers..... net, 1.00

COLLECTOR PUB. CO., Detroit, Mich.
Blackstone, Abridgment of Blackstone's commentaries, 4th ed. (Sprague)..... \$2.50; 3.00

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Ames, The revelation of St. John the divine..... 90
Beet, The last things..... 1.25

FUNK & WAGNALLS CO., N. Y.
Fernald, and others, Standard dictionary of the English language, abridged, *Students' ed.*..... net, \$2; 3.50

STATE OF GEORGIA, Atlanta, Ga.
Georgia, *Supreme ct.*, Repts., 1896, v. 99 (Stephens and Graham)..... \$3.50

GINN & Co., Bost.
Moireau, La guerre de l'Independance en Amerique..... 25

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Agrippa, Occult philosophy or magic: Book 1, Natural magic..... net, 5.00

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Shakespeare's men and women, \$1.25; *Holiday ed.*..... 1.75
Sturges, Beautiful women of the poets, \$1.25. *Holiday ed.*..... 1.50

HENRY HOLT & Co., N. Y.
Pollard, Political pamphlets..... 1.75
Rhys, Literary pamphlets, 2 v..... 3.00

LAWYERS' REAL ESTATE AGENCY, 181 Broadway, N. Y.
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Channing, Students' history of the United States..... 1.40
Harbottle, Dictionary of quotations, classical..... 2.00
Keats, Lyrical poems..... 1.00
Lee, Dictionary of national biography, v. 53..... net, 3.75
M. and T., Handbook to Christian and ecclesiastical Rome, in 2 pts.: pt. 1, Christian monuments; pt. 2, Liturgy in Rome, etc.; pt. 1..... \$2.50; pt. 2, 1.75
Lockyer, The sun's place in nature..... net, 2.75

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Newcomb, The carnival of Venice..... 1.25

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Hamilton, American negligence cases,
v. 7..... \$6.50

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Jackson, The Ten Commandments..... 1.00

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eases.....subs., net, \$7; 8.00
Butler, Text-book of materia medica,
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net, \$4; 5.00
Clarkson, Text-book of histology....net, 6.00
Crookshank, Text-book of bacteriology,
net, 6.50
Griffith, Infant's weight chart, 25 charts
in each pad.....per pad, net, 50
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Roentgen ray, v. 1: pts. 1-4; v. 2,
pt. 1.....per pt., 3.00
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ology.....subs., net, \$6; 7.00
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of typhoid fever.....net, 3.00
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surgery, 2d rev. ed.....subs., net, \$7; 8.00
Meigs, Feeding in early infancy....net, 25
Moore, Orthopedic surgery.....net, 2.50
Pringle, Pictorial atlas of skin diseases
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rev. and enl.....net, 5.00

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Van Valzah and Nisbet, Diseases of the
stomach.....net, 3
Wilson, American text-book of applied
therapeutics.....subs., net, \$7; 8

SHARP & ALLEMAN, Phila.
Sharp & Alleman Co.'s lawyers' and
bankers' directory, Jan. ed., 1898..... 5

SILVER, BURDETT & CO., Bost.
Dunton, Young folks' library, The world
and its people: v. 12, bk. 8, Australia
and the Islands of the sea.....

CHARLES STEWART, 210 E. 9th St., St. Pa.
Minn.

Stewart, Telegraphic code.....

WAY & WILLIAMS, Chic.
Waterloo, A man and a woman, new ed. . . 1

W. C. WEBB, Topeka, Kan.
Kansas, General statutes, 1897, 2 v..... 1

J. W. WEED, Corning, Ia.
Iowa, Laws, code revision, 1897..... 1

THOMAS WHITTAKER, N. Y.
Orr, The Ritschlian theology.....net,

LIST OF NEW ENGLISH BOOKS.

Selected from the current [London] "Publishers' Cir-
cular."

A dye, Sir J. Indian frontier policy: hist. sketch; map.
8°, 70 p., 3s. 6d.....Smith & E
Bacchylides. Poems; from a Papyrus in the British
Museum; ed. by F. G. Kenyon. 8°, 5s.; ditto, an auto-
type facsimile of the Papyrus in the British Museum
(20 plates). Folio, 21s.....Frowde
Book of the dead; The chapters of coming forth by day;
The Egyptian text according to the Theban recension
in hieroglyphic; ed. from papyri, with trans., vocab.,
etc., by E. A. Wallis Budge. 3 vols., 8°, 558, 558, and
392 p., 50s.; separately, text and vocabulary, 2 vols.,
30s., trans. 2s. 6s., net.....Paul
Butcher, E. L. The story of the Church of Egypt:
being an outline of the history of the Egyptians under
their successive masters from the Roman conquest un-
til now. 2 vols., cr. 8°, 870 p., 16s.....Smith & E
Coillard, F. On the threshold of Central Africa:
record of 20 years' pioneering among Barotsi of Upper
Zambesi; trans. from French by his niece, Catherine
W. Mackintosh; 44 illus. from photos. by author. Roy.
8°, 698 p., 15s.....Hodder & S
Crawford, A. Our troubles in Poona and the Deccan;
illus. by Horace van Ruith. 8°, 274 p., 14s.....Constable
Davenport, C. Royal English bookbindings. Imp.
8°, 4s. 6d., net.....Seeley
Dubois, Abbé J. A. Hindu manners, customs, and
ceremonies; trans. from author's later French ms.; ed.,
with notes, corrections, and biog., by H. K. Beauchamp;
pref. by F. Max Müller; port. 2 vols., 8°, 770 p., 21s.,
net.....Frowde
Forman, H. B. The books of William Morris described:
his doings in literature and allied crafts. Roy. 8°,
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8°, 3s. 6d., net.....Seeley
Glover, Lady. The life of Sir John Hawley Glover;
ed. by Sir R. Temple, Bart.; portraits, maps. 8°, 372 p.,
14s.....Smith & E
Gordon, H. L. Sir James Young Simpson and chloro-
form, 1811-1870. Cr. 8°, 246 p., 3s. 6d. (Masters of
medicine).....Unwin

Hadow, W. H. A Croatian composer: notes toward
the study of Joseph Haydn. Cr. 8°, 98 p., 2s. 6d., net.....

Harbottle, T. B. Dictionary of quotations, class-
with authors and subjects indexes. 8°, 654 p., 7s. 6d., net.....Sonnenschein

Hovendon, F. What is life? or, Where are we? What
are we? Whence did we come? Whither do we go?
illus. 8°, 304 p., 6s.....Chapman

Ingram, J. F. Natalia: a condensed history of the
exploration and colonisation of Natal and Zululand, from
the earliest times to the present day. Obl. 4°, 211
10s. 6d.....H. Mars

Keene, C. Work; introd. and comments by Jos.
Pennell on drawings illustrating the artist's method;
bibliography of the books Keene illustrated, catalogue
of his etchings, by W. H. Chesson; 130 illus. Imp.
290 p., 73s. 6d., net; fine ed., with original drawings
dup. illus., etc., 315s., net.....Unwin

Naegely, H. (Henry Gaëlyn). J. F. Millet and his
art. Roy. 8°, 190 p., 6s.....

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the French ed. on fine paper. Roy. 4°, 194 p., 6s.
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memorial sketch. 8°, 260 p., 6s.....Mach

Ward, W. Life and times of Cardinal Wiseman;
vols., cr. 8°, 1254 p., 24s.....Long

Woodhouse, W. J. Aetolia: its geography, topog-
raphy, antiquities; maps, illus. Roy. 8°, 414 p.,
net.....Frowde

Younghusband, G. J. Indian frontier warfare; ed.
Capt. W. H. James. 8°, 270 p., 10s. 6d. (Wols-
Series).....

AUCTION SALES.

[We shall be pleased to insert under this heading, without charge, advance notices of auction sales to be held anywhere in the United States. Word must reach us by Wednesday evening, to be in time for issue of same week.]
JANUARY 17, 18, 3 P.M.—English literature. American books relating to New York, etc. (740 lots.)—Bangs
JANUARY 19-21, 3 P.M.—Fine and scarce books. (940 lots.)—Bangs

The Publishers' Weekly.

FOUNDED BY F. LEYPOLDT.

JANUARY 15, 1898.

The editor does not hold himself responsible for the views expressed in contributed articles or communications.

All matter, whether for the reading-matter columns or advertising pages, should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

Books for the "Weekly Record," as well as all information intended for that department, must reach this office by Tuesday morning of each week.

Publishers are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, as it is of the utmost importance that the entries of books be made as promptly and as perfectly as possible. In many cases booksellers depend on the WEEKLY solely for their information. The Record of New Publications of THE PUBLISHERS' WEEKLY is the material of "The American Catalogue" and so forms the basis of all trade bibliography in the United States.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE STORE-BOY.

In our remarks addressed to store help we have thus far only had in mind the apprentice and the salesman. There is, however, still another grade, at the very bottom of the ladder—the store-boy, a factor who is generally overlooked until he arrives at an age when it must be considered whether he can be made to fit in as an apprentice-salesman, or whether he must be turned adrift.

It is generally assumed that boys are a nuisance that must be endured. And yet a boy can do some things better than a man; but boys who do them well are scarce, because in most cases the boy is not properly taught. If the older men were to bear this cause of present conditions in mind they could cultivate far more useful material than is now available.

Most boys who begin their career in the book business are apt to be easily discouraged. There is much to try their patience and perseverance. But if a boy is taught to learn one thing at a time he will find his duties easier; and before he becomes aware of it he will have mastered the art of being liked as well as that of being useful.

Boys that go from home to learn storekeeping, especially those who go to large cities from country places, are apt to become homesick. It is a good omen when the love of the old home and its inmates remains warm in a boy. Boys who have it are generally made

of good stuff. But the homesick feeling must not interfere with duty. We should counsel such lads to keep in touch with the old home by writing often. Thoughts of home and of parents and relatives will help them to keep good company and to brave the world's temptations.

Boys are apt to half do things. They ought therefore from the start be made to do the half-done thing over and over again until it has been done thoroughly. Sweeping is a thing that boys usually are obliged to do first. It is not an easy job and every boy is expected to learn it for himself. Let a boy be instructed to begin by first lifting out of the way everything that may be set on or near the floor. Then let him dampen the floor by whatever system may suit best—with a sprinkling can (an abominable method), or wet sawdust, damp papers, damp broom, etc. Teach him next to hold the broom down properly and not to throw it around him, or up in the air to make more dust, or to spatter books or walls. Let him learn at the very start that dust ruins goods, and that soiling is expensive. After sweeping comes dusting. Clean cloths, one a little damp and the other dry, and well-greased elbow joints are necessary, so that the boy may not tire too soon and only half do the dusting. The windows and window frames, outside as well as inside, must be carefully attended to, because there the signs of untidiness are first noticed. Then the glass cases, counters, shelves, and store-room need attention almost in the order named. Waste paper should be carefully sorted, the good portion folded and laid away, and the useless portion disposed of with the other rubbish and sweepings. No rubbish or paper must be allowed in corners, under the stairs, or in the yard. It is liable to ignite and cause the loss of thousands of dollars worth of stock. Besides it is untidy, and the store has little use for untidy boys.

No boy should be permitted to be idle. After tidying up the store, sweeping, dusting, and cleaning, or even while busy with his chores, the boy should be ready for business and do what he can with a right good will. He should get into the way of thinking that he is working for himself. He will then not have to be scolded and driven. There is no time for idleness in a book-store, not even for five minutes in the day. It were better to rearrange what was arranged the day before than to be idle.

When sent with a message or parcel, impress upon the boy to move on the instant, and to act with his wits about him and with spirit until the job is done. Teach him to keep to the right and to be gentle about it; to turn out to the right if there is room and when he meets any-

body ; but he mustn't lose time, he must dodge in and out wherever there is room and keep a good look-out ahead. To get into a crowd is dangerous, and a boy had therefore better go around it. Let him give way to everybody, but let him get to his destination quickly. Above all he must never dawdle, nor go two and two. There isn't room or time in business for that. Nothing makes a boy more valuable to his employer than promptness and dispatch in keeping appointments, and in delivering messages and parcels.

Speaking of promptness a boy must never be late. Some clerks may get to the store ten minutes late or later, but a boy should be ahead of time rather than behind. If the hour is seven, half-past seven, or eight o'clock in the morning, the boy should be there to the minute, or before. And a faithful boy will not overstay his noon hour. Most employers will gladly give a boy an extra ten, fifteen, or thirty minutes upon request, when there are good reasons for it, but no employer likes to have his people come in late, as a matter of course, without arrangement.

When sent out with parcels the boy should be instructed to handle them with care, and to touch them as little as possible. Parcels must be delivered in neat shape and clean condition, otherwise they give offence and bring reproach upon the store. For that reason they must not be tossed about, bumped against hard objects, set down in the street, or used as seats. While on the subject of neatness, it might be well to insist upon cleanliness. Hands and face should always be clean, hair and finger-nails short, and clothes and shoes well brushed. As for deportment, the boy should learn to be just as unobtrusive as he can and to keep out of everybody's way. He must not be expected to keep still, for that is not in a healthy boy's nature, and he should therefore not be expected to try. While waiting for something special to do he might be allowed to sit, stand, or walk about, whichever will make him least tired. The most effective way to keep him still is to give him something to do, however slight the task may be. Whether busy or not the boy must not whistle, or sing, or make any sort of noise, or talk when unnecessary. When he needs to speak let him go near the person with whom he has business and speak low. Shouting in the store, if repeated after the first warning, should be punished by dismissal.

The store is made and kept full of costly things to serve the people who come. But the storekeeper will not get the chance to serve unless he first pleases the people who come. The thing to think of, then, is to please them— whoever and whatever fails to please them is in

the way. This should be impressed on them and be his guide to proper behavior.

Many who come to the store have been at homes, and are accustomed to gentle ways. They are hurt by rude behavior and frightened by noise. They are accustomed to being given way for—not pushed against. Their services are ready, respectful, obedient, quick. A boy is inattentive and noisy and rude they are shocked. They will think ill of the store and remain away, and so the storekeeper will perhaps lose the chance to serve them, through the misbehavior of the most insignificant of employees.

But apart from the store and the employer, it is better for the boy to learn to do his work in pleasant ways. It is better for him to know that the store should be a school in which he may learn to be agreeable as well as useful. A boy that bears these facts in mind will not miss opportunities opening for him fast enough to spoil him, unless he looks out. A man who is not careful will remain overlooked ; a boy that minds his business—never.

BETTER PAPER WANTED FOR NEWS- PAPERS.

THE Librarian of Congress, John Russell Young, in his annual report has the following needed word of warning against the perishing paper now used in printing the newspapers of the day :

" Taking into consideration the permanent value of the Library [of Congress], a grave question arises, growing out of the modern conditions in the manufacture of paper. The changes in the processes of manufacture, its extreme cheapness because of the use of chemicals and wood, have resulted in the publication of a large variety of newspapers, cheap magazines and other works, which threaten in a few years to crumble into a waste heap, with no valuable record. We have newspapers in our archives going back two hundred and thirty years, the paper as fine and the type as clear as what is printed. Of how many newspapers of the present day, or within the past dozen years, could such a fate be prophesied ?

" While this might be dismissed as one of the necessary developments of business and a result of modern invention, there is no reason why libraries should not be protected. The expense of printing a few copies of any publication—the matter in type and on the paper—would be a trifle. A remedy for the anticipated evil could be found in an amendment that a certificate of copyright should issue until the articles copyrighted were deposited and at the same time, printed on paper not below a fixed grade. There would be no hardship in this—a small advance upon the cost of a sheet of paper and a moment's delay in the press-room. It seems feasible and could be no sense a grievance when we consider the value of the protection accorded by the copyright. Such a provision would assure the permanence of much of the collection of books and other great libraries, and it is earnestly commended to the attention of Congress."

THE DEPARTMENT STORE: CAN THE BOOK TRADE COMPETE WITH IT?

THE discussion of the above question at the January "Smoker" of The Booksellers' League, held at the Gramercy Lyceum on the evening of the 12th inst., was temperate and dignified, and though no new light was shed on the subject, it was interesting because it seemed to prove that the bookseller has begun to recognize the fact that the competition of the department store is to be met by intelligence and thorough business training, rather than by repressive legislation or boycott.

Frederick D. Lacy acted as master of ceremonies for the evening, and introduced W. H. Parker, of E. P. Dutton & Co., as the first speaker. Mr. Parker read the following paper:

W. H. PARKER.

It is not intended to discuss whether the department store is an evil or not, or even what are the best means of doing away with it or meeting its competition. My purpose is simply to look over the possibilities of its eating into the book trade, devouring all the salable books and thereby taking custom and profit from the book-store, and to consider also whether the book-store can compete with its enemy or must give up such lines as the department store sees fit to sell at cut prices.

On first thought the question seems of interest only to the employer, the man whose money is invested in the book-store; but let me say that every one connected with the trade will feel the results of this competition sooner or later, from the employer down to the boy that sweeps out the store. It is bringing all workers in the trade into direct competition with cheap and uneducated help, who receive a mere pittance for the work that you as salesmen or stock-clerks are expected to do. Printers, binders, and all who are connected with the trade already feel the effects of this competition. The demand for cheap books means cheaper printing, cheaper paper, and cheaper binding, and I think you will bear me out in saying that all workers in the trade now do more work at less profit than they did before the department store came into existence—and the end is not yet.

When the idea of taking up the department store came to me as a good subject for debate at one of our meetings, I talked the matter over with several persons as I happened to meet them. The general opinion, to my surprise, seemed to be that this was a subject that it was best to keep dark—as though the poor bookseller should go on trying to meet this competition, and watch his customers buy of his rival the popular books, on which he must expect to make his principal profit and business, without discussing any relief or remedy.

Booksellers, I think, do not understand—or the larger part of them do not—the competitor they are trying to contend with. I have heard or read several articles by booksellers in which they say the only way to meet the competition is to do business in the same way the department store does. Then they will cut all the profit out of the best-selling books of the day, and rub their hands in the pleasing thought that they are "getting even" with the department store. This plan is a good deal like the

dog in the fable, who, crossing the bridge, saw his reflection in the water, and in trying to get the meat from the reflection lost his own dinner.

The bookseller cannot compete with the department store and he is foolish to try to do so. Perhaps I should note an exception to prove the rule, and this is the exception: to compete successfully the bookseller should turn his book-store into a department store—that is the only way I know.

Having had experience on both sides—in the regular book trade for over seventeen years, and in the department store as buyer for one year—I am perhaps in a little better position than most bookmen to talk on the subject, and I can vouch for my statements here to-night as being correct.

The question is, Can we compete with the department store? By "we" I mean the book trade, but what I have to say will apply equally as well to all the outside lines that the department store has gathered under its great roof.

To talk intelligently we must first define a department store. The country store is and always has been a department store, yet no trade has ever complained of its competition for the reason that it does not compete; so we will leave the country store out of the question. There is another department store I want to except, as far as our trade is concerned, for the reason that its book department meets all the requirements of a book-store; it carries in stock all the books that the ordinary book-store does, and for this reason I except it. The department store I refer to is the general emporium which carries only the fast-selling popular books and the cheap series. There are hundreds of them, from one to ten in every city in the United States. The principal reasons why the book trade cannot successfully compete with this class of department stores are as follows:

In the first place no book-store can do its business at as low a cost. For instance, it costs the book-store from 15% up to run its business, while the department store is run at a cost of 7% (in that in which I worked the cost was reckoned at 6¾%). Here to begin with the department store has more than double the advantage of the book-store, and this is the point in which the employees in the trade should be interested. One of the reasons for this vast difference is the salaries paid the help. The wages of clerks in a book-store average \$15 a week, while those of the clerks in the department store average \$7. The salaries range from \$3 to \$10, and very few get the latter figure. Of course, the head of the department gets a good salary, but even his rarely exceeds \$20. The idea of the department store is to pay one person to serve as brains for 10, 25, or 50 unintelligent girls, over whom he may have control.

The expense in advertising is brought down by the total amount of advertising for the whole store, thereby getting special rates. This also takes into account what may be called free advertising; that is, one department advertising another by the trade they bring under one roof.

The next very important advantage that the department store has, as a rule, is extensive capital. By this I mean the ability to pay cash and take advantage of the discount.

I was told by the head of the store for whom I worked that I could sell a bill of goods for the net cost of the bill and still leave a profit. I think a few figures will help you to see the point. By taking advantage of 2% ten days the department store gets at the rate of 72% a year—pretty good interest—but this is the lowest discount for cash. It runs:

3 %	or	108 %	a year.
4 " "		144 " "	" "
5 " "		180 " "	" "
6 " "		216 " "	" "

and even larger at times. Pretty good interest on \$3,000,000.

How many book-dealers take advantage of this discount? From what I hear, I am sorry to say very few do. The book-dealer generally takes all the time possible, and many run beyond the limit.

The expenses for rent and lighting and heating are all much less in the department store, as you can readily see without explanation.

Another advantage that the department store has over the specialist is the opportunity of getting rid of "plugs." The department store when it finds that a book is not salable at the price it is marked to sell for, cuts it down to a figure at which it will sell, even if it is below cost. They believe that, as the saying has it, as "every man has his price," so every book has its price. By cutting the price of slow stock the department store turns the book into ready money, gets the space which was being wasted for more salable stock, and incidentally acquires a reputation for low prices. The large number of people who patronize the department store makes it an easy thing for it to accomplish this. The book-stores, on the other hand, have to depend on the trade that wants books only, and if they force the "plug" books they will most likely lose the sale of other books that would pay a profit.

Again, the ready capital of the department store enables the purchase of large remainders—even entire stocks—of bankrupt dealers, and by paying cash these can be had so low that with a small amount of advertising they are turned into ready capital in a very short time. What bookseller does this? I only know of one. I don't think that any could turn a job lot of books back into money in as short time as can the department store.

All these remarks lead up to what may be called the fundamental idea of the department store—the key to the whole success of the department store and the strongest reason why the book-store or specialist cannot compete with the department store without becoming a department store itself—namely, the expansion and contraction of departments. Those of you who have not had experience in department stores may not understand what I mean, and I will therefore try to make it clear. Take four departments, say: Books, Trunks, etc., House-furnishing Goods, and Sporting Goods, for examples, and say they occupy the whole of the basement. All these departments have different "seasons"—books rushing from October 1 to January 1, house furnishing goods from January 1 to May 1, trunks, etc., from May 1 to August 1, and sporting goods from August 1 to October 1. I have drawn the lines arbitrarily but simply for illustration. Now each de-

partment has to make way for the other and is pushed to its utmost at its busiest season and condensed at its dull season. For instance the Christmas season books spread from four counters to 20 counters and from four girls to 100 girls, and the other departments are attracted to make room for them. In the same way, at their dull seasons books are run at the least possible cost.

How is it with the book-store? The walls of the store are the same throughout, and the rent is the same in August as in December. Of course, the book-store increases its help, but it cannot do it in the economical way the department store can. For instance, supposing the book-store has 100 customers than it can attend to for two or three weeks as is the case at Christmas, it can have five, ten, or more girls transferred from some slow department to help out, as the department store can and does, but must see that its customers leave without being served.

The keynote of the department store is to push what is selling and cut down the expense on what is not.

Another strong help that the department store has is the trade brought by the other departments. The book-store must be crowded with the people who come to buy books with what trade their window display brings. But go into the department store and see how many people who went to get a paper of pins or something else stop at the book or other departments and make a purchase of something which has caught their eye.

The real difference between the book department and the book-store is that one carries all the books that are constantly being called for—the popular books and only those, buying in quantity and selling at as near cost as possible to turn them into money again—while the other carries all the books its capital allows, but that sell but once in two or three years, as do the popular books of the day. The interest on invested capital is a great drawback to the bookseller, yet to keep his trade he is obliged to keep the slow books. The loss of the sale of one of these slow books does not trouble the department store, as it is more than made up by the amount of space saved, and what the trunks and bags, etc., may be using more profitably at the moment, as well as in the interest on the money that would be invested at 216%. But if the bookseller is out of a book he may not only lose a customer for that book but give the customer an impression that his stock is not more complete than that of his rival, the department store.

The "Arcade" has been suggested as a means of competing with department stores and while liable to be more successful from the help each store in the arcade might bring to the other, the power of expansion and contraction are not there, and it would fail probably for that reason alone.

After presenting these facts, and showing under what disadvantage the book-store is laboring, the question arises, What can or should the bookseller do to keep in business, or should he give up trying to be a bookseller in the true sense of the word and keep only the most popular books, selling them at cost or less, and try to make up the loss by selling stationery, fancy goods, etc.?

I believe that there will always be books

ers, and that though less in number than at the present they will do a good business and make money; but I think their business will be chiefly in fine editions, old books, and the books that the department store cannot, or rather will not, carry.

E. W. Dayton, who was expected to speak next, was absent on account of illness. He sent, however, an abstract of the paper he had intended to read himself, which was read to the League by its secretary, Charles A. Burkhardt:

E. W. DAYTON.

As I understand the question, it means: Can the bookseller continue to sell enough books profitably to warrant his depending upon this business for a livelihood in the future? Undoubtedly he might do so if the department stores could be induced to stop selling books; but as there is no hope of that suppose we devote a few moments' consideration to these mammoth enterprises. In the first place they are typical of the most pronounced commercial tendency of our age—concentration. Practically all great business enterprises of to-day are the giant survivors of business competition among smaller concerns in the past; and whether we call the result the Standard Oil Co., the coal combine, the Metropolitan Traction Co., or the N. Y. Biscuit Co., we realize that the vast concentrations of capital and enterprise so named represent the merciless victors in commercial battles where hundreds of weaker competitors were crushed out of existence. The combination of money interests in large enterprises is an ever-increasing tendency, and so we must acknowledge that the department store is likely to be an even more conspicuous feature of the retail business of the future than it is at the present time. If these stores were ugly antagonists last year, we will find opposed to us the same enemies and the same tactics on a larger scale this year and next; for they have come to stay.

If rivals in the same business are to compete with an equal chance of success several qualifications must be impartially shared at the start. Both must be able to obtain the goods they propose to sell at the lowest market prices; both must conduct business at approximate proportion of expense; and they must possess similar opportunities for advertising their wares and attracting customers.

On these fundamental principles of business competition I need not point out the fact that the bookseller is absolutely outclassed by the department store. The latter can buy books cheaper; can advertise more widely; can attract more people; and, finally, can afford to sell cheaper than the bookseller. As competitors the book-store and the department store are not in the same class now, and the weight of evidence points to a still wider discrepancy in the future. Whenever the department store wants to cut prices, books will continue to be found the most available of all articles on which to demonstrate cheapness, for it will always be more convincing to advertise "Quo Vadis, published at \$2, our price, \$1.08," than to claim to sell \$2 silk for less than its value.

The day has gone by when books were simply a nine days' wonder of the holiday season in dry-goods stores; and as they are now handled the year round, a much greater num-

ber of bookbuyers habitually resort to these department book-stores, where, in accord with the immutable laws of supply and demand, they will continually find better stocks and better salesmen.

With conditions remaining as at present I believe the next ten years will see booksellers buying less books and consequently paying higher prices; selling at even greater discounts than they at present give and consequently less able to maintain a clerical staff of superior calibre to that of the department store.

You will of course understand that I am not including under the name bookseller the retail departments of publishing houses. But even with the large profits of a successful publishing business behind them their retail stores, too, must suffer, and I believe the future will demonstrate to the publisher the advisability of restricting his retail department to his own publications on the principle that the least profitable will succumb to the concentration of energies on the paying branches of the business.

Reverting to the regular bookseller, I believe that ten years hence there will still be a few left in New York, but they will be depending even more than now upon other branches of their business to pay the rent and enable them to still keep what is ostensibly a book-store but is in reality a small imitation of the big business of many trades combined.

A few years ago we rebelled at the publishers' encouragement of the department store, latterly we have tacitly accepted the inevitable, and have settled down to the conviction that they can buy as freely from the publisher, and secure better discounts than the present representatives of that trade whose co-operation in days gone by laid the foundations of the publishers' present prosperity. Other producers succeed in preventing the sale of their goods at less than market prices, and I might recite to you many instances where dealers have been absolutely shut out of a business whose best interests they had betrayed by their unwarranted cutting of prices. I have in mind a recent case where an extensive coal jobbing business was driven out of that trade when the producers discovered that it was they who supplied coal to Siegel, Cooper & Co. to retail at cut prices. If that can be done with coal it can be done with books where copyright affords greater opportunity than is possessed by any other business. Eventually selfish interests will compel the publisher to take action on this line.

But meanwhile with the publishers still blind to the fact that the producer must sooner or later prevent the ruinous cutting of prices on his goods, and while they do not as yet seem to notice the small cloud on the horizon which will develop into a department store publishing department before many years, what remains to the bookseller to do toward helping himself? I have just one suggestion to fling out like a life preserver in our present deplorable condition. I know of just one thing we might do at this time which would help better the condition of almost all booksellers. This is a combination for the purchase of stock, a step at once practicable and mutually helpful. One man with desk room in this city could buy the bulk of stock needed by the members of such

a combination. Suppose a \$5 book were to be published next Saturday, then say twenty members of such an association would signify to the buyer how many copies they could use and he would order the aggregate number and have the books delivered direct to the various members. Several advantages would be secured. Bottom discounts on smaller purchases, and consequently less risk of becoming overstocked. It would be easier to feel the way cautiously at first on doubtful books. And an opportunity would be found for mutual help with books dead in one store and still in demand at another. I believe a number of other advantages would result from this initial effort in co-operation, but would not suggest any attempt at first to restrict the members as to selling prices, for no good results will be obtained in that direction until the publishers assume the initiative. The finances of such a combination could be successfully arranged, and the influence of the bookselling interests would be greatly enhanced. Even publishers would listen to the protest of such a body when the most eloquent appeal from the individual would sound too faint to merit serious attention.

The association would often find it possible to buy up all of a restricted and desirable edition, and the members could in such cases afford to issue a combined advertisement of the work "For sale only at the following places."

In conclusion, if I have made myself at all clear you will understand from these remarks that under present conditions I do not believe the retail booksellers as a class can compete with the department stores. Some will undoubtedly continue to make a living out of a book-store stocked with a good many other things beside books. But few will find it possible to say they have a money-making business. Even with the best possible results from co-operation no great improvement can be looked for until the interests of the publisher indicate to him the necessity for some radical effort to crush out the unfair competition that is driving the bookseller from the field of business enterprise.

S. F. McLean, of S. F. McLean & Co., was the next speaker and read the following paper:

S. F. McLEAN.

The subject of discussion, contradictory as may seem the assertion, I believe can be answered both in the negative and affirmative. Let us away with theories and look squarely at facts as they exist. As to the negative side of the question: (1st) There is little or no sentiment in business. (2d) The public cannot be blamed for buying what they want where they get it for least outlay—the wise bookseller does exactly that every time. (3d) The publisher can hardly be blamed for selling 500 or 1000 copies of a given book at a lower figure a volume to the department store than he does to the bookseller who buys 25 copies. (4th) We booksellers ourselves are by no means wholly free of blame for the present state of affairs, for does not one of us offer a patron 20% discount, a second, 25%, and, possibly, a third, 33⅓%? (5th) No one who knows anything of the conduct of the business of a department store will deny that with its crowds of shoppers attracted by continuous and costly

advertising of any one or more of a hundred different commodities; with its vastly greater capital; with every foot of perhaps several large floors of practically the same rental value (whereas the book-store *must* be direct on the street, and in a favorable location where rents are necessarily high); with its cheap help, who, in the main, are only supposed to be familiar with the goods at their own particular counter; with its unfortunate (for the bookseller) habit of making leaders of the most popular books, and of selling them at cost or less—I say any one cognizant of these facts is foolish to assert that the bookseller can successfully compete with the department store in the lines of books it carries. As well might the bookseller claim to compete with the department store in the matter of prices on certain books (if the lion indeed were aware that the mouse was opposing it), as for a private individual with a few hundred dollars capital to start in to defeat the Standard Oil Co., or any of the other great trusts. Indeed, I look upon the great department stores as very much akin to the so-called trusts—which more and more are coming to be justly considered one of the curses of the age, but which still are fattening at the public crib. The primary idea of a trust is the control of the output, and therefore the price of a necessary commodity, and the killing off of all competition in that commodity. Not always, however, is the selling price raised but the same end is attained by cheapening cost. And that is precisely what the department store does.

The question of the department store is a grave one, and calls for an early adjustment. As a bookseller, standing as it were on the trembling edge of a volcanic crater and in danger of being shaken off and swallowed up, I will hardly be expected of me that I should feel kindly towards the enemy who already threatens to push me over the brink into the abyss of failure. Yet I have no personal attitude to make, and have admitted that we booksellers in a measure are accountable for the dangerous position we occupy. But this unenviable position is largely the result of causes quite beyond the control of the bookseller—as witness the fact that many retail dealers in other lines are in the same predicament. Small dealers in dry goods in the great cities already have been swallowed up; and retail dealers in candies, hardware, groceries, furniture, drugs, shoes, and even tobacco and liquors are in danger "even as you and I." That the department stores themselves are aware of this state of things, and know that the small retailers realize their danger, witness the advertisement of a certain New York department store (which carries books) in the surface cars present: "No Groceries, Drugs, or Liquors, but everything in Dry Goods." Presumably this is a bid for the dry-goods trade of the branches mentioned.

The question presents itself, When all the little retail Jonahs have been swallowed, will the Whales then swallow each other? That there is dissatisfaction and disease in the book trade and that it affects in a greater or less degree all interested—jobbers and publishers as well as retailers—I suppose none here will deny. But the diagnosis of the trouble and the remedies to be used to effect a cure are difficult.

problems, and opinions concerning them are sure to vary. My own opinion may be of little value, and is not altogether original, but it is that if three or four of the largest publishers would "get together" to protect themselves, and the booksellers, a long step toward convalescence would be taken. If instead of publishing a new book at \$1.50, it were issued at \$1.00 net, and instead of the discount being a sliding one of $\frac{1}{4}$, $\frac{2}{5}$, or $\frac{3}{4}$ and 10% (according to quantity) it were made net 20% to all dealers and on any quantity, the bookseller would be put on an equality with the department store. The latter often only buy the best sellers, to slaughter them as "leaders," as witness, "Ben Hur," "Prince of India," "Trilby," and "Quo Vadis," in successive years, and as a result I believe the publisher is often a loser, and I am sure the bookseller always is.

A plan very similar to the above, on medical books, is working admirably I believe at the present time. The bookseller could not afford to "cut" on this basis of discount, and I am sure the department store could not afford to continually lose money on all the books it sold. If any cutting were still done, let the publisher refuse to sell the offender more goods, as they do in Germany. Above all, let the publishers themselves only sell their own books at list prices. One of the largest concerns in the city gives 40% on its own regular publications to public libraries, and if a dealer sends in a library order he gets only one-third. This net plan would do away with the abuse of "loading" a dealer with more copies of a book than he could dispose of (and if he has several plug items from one house, which he bought in quantities to get the best rates, does he feel very sanguine about repeating the mistake?), and would make the publisher more careful of what he issued. We all know that hundreds of books are dead when born.

Again, I would restrain by law any house from selling more than one commodity with its allied lines. If a man is a dealer in shoes, etc., let him have ever so large and prosperous a business, but let him not also be a bookseller. Is the argument advanced that this is a free country, and that a merchant has a right to buy as many commodities as he pleases, at the best rates he can, and to sell same at less than cost if he chooses? I urge in reply, that this being a free country, a man has also a perfect right to swing his arm in the air, but that he has no right to so exercise his muscles that his fist shall come into contact with my eye. Liberty is no longer such, but becomes tyranny, when it rides roughshod over the rights of another equally as good a freeman. Where is the "establishing of justice" guaranteed by the American constitution, if all trade is to be centred in the few, and the many are not to have an equal chance to make a living? How shall we expect "domestic tranquillity" and the "general welfare" of society, if instead of a hundred prosperous merchants with their happy homes, the hundred merchants are "frozen out" of trade, and forced to become the minions of one merchant prince? Where, indeed, does "liberty to ourselves and our posterity" come in, if we admit that all the daily needs of the thousands of the inhabitants of our great cities shall be supplied by a few men in each city? And where, and how, shall hundreds of our

tradesmen supply their needs and those of their families, if the means of support are cut from beneath them?

But I have said that I thought the question under discussion could also be answered in the affirmative—that the bookseller could compete with the department store. Having myself been at least moderately successful since I started with nothing, just seven years since, and that in spite of the competition of the department store, and the prestige of fellow-booksellers who had been established already for years, and in face of a succession of years of hard times, I trust it may not be thought egotistical, if, briefly, I point out how one firm won. First of all, so far as possible, steer clear of the goods the department store runs. The department store, in the main, only carries the books of the day, together with various lines of cheap but always standard 12mos and 16mos. I know there are some exceptions to the above, but I believe the rule will hold good generally. The department store makes its greatest effort for trade (and beyond question succeeds in its efforts) at the holidays; but the volume of trade is so vast at that particular season, that if the bookseller keeps his prices somewhere within sight of his competitor, he is sure to get his share of trade, even if it be only as an overflow from the department store. People are apt to be more or less disgusted, when seeing a hundred or more copies of "His Grace of Osmonde" displayed in a show window (as I did the past season in a large 6th Avenue store ticketed \$0.68), only to be told upon inquiry inside, "They're all sold" . . . "Maybe there is a lot in the window, but I can't help that" . . . "O yes, we'll have more in a few days" . . . "Bessie, have we any 'Lady of Quality' left?" . . . "No sir, we are out of 'The Christian' too" . . . etc. This is not an imaginary conversation, but a personal experience. Again, when a business man buys a book (the ladies always will be "shoppers") and is kept waiting ten minutes for change, his temper is apt to be somewhat ruffled; and I opine he would rather pay a few cents more at the book-store and get the book and get out. The majority of the sales-girls at the department store are totally unable to make suggestions to would-be customers who do not know just what they want, or to adequately answer questions as to books and authors; whereas no business offers so large a return for intelligent service.

Let the bookseller thoroughly occupy these strategic points which his enemy has not done, and the bookbuying public (which in the main must always appreciate intelligence) will stand by him.

The number of books annually published is so large, the country so great, and the needs of the public so varying, that there will always be room for the up-to-date and intelligent bookseller. In careful purchasing of new books, in handling old and rare books, in making "leaders" of jobs (as readily obtained by the bookseller as by the department store), in never-varying courtesy, in a large correspondence with all parts of the country, in keeping in touch with the desires of customers, and notifying them of books in their line, in the frequent issuing of catalogues, the bookseller will find little bonanzas, the returns from which will only be limited by the amount of work expended upon

them, and which in the aggregate will yield most satisfactory net results. True, all this means hustling, but in what business is not that to-day an inseparable factor? If, gentlemen, to-night's consideration shall prove our own rights, without trespassing on those of others, and like a snowball rolled by boys, in days to come, shall grow and grow till justice, right, and equity shall make up the composite of success, our meeting shall not have been in vain.

JOHN J. DALY.

John J. Daly, the editor and publisher of *The Bookseller and Newsmen*, was the next speaker. He introduced his account of a visit to ten department stores and ten leading book-stores in New York City, with the following explosion:

"The department store is a product of the nineteenth century. It is essentially in keeping with the sixteen-dollar-a-month Harlem flat, the twenty-cent Mills' House lodgings, the coffee and doughnuts of the Dennetts and Childs. All these, like the department stores, are filling but not satisfying, and close on the train of them comes also imitation, substitution, adulteration.

"I have been told that the old country store was the forerunner, and is essentially a department store to-day. On a recent trip to New England I went to one of the old towns and there examined a store that had been in one family for a hundred years. It is true I found salt herring, cheese, calico, tobacco, anchors, "West Inji goods," and the delightful old smell that is a product of the old store of the town. But in comparison with the department stores of the city, I missed the band concert, the electric light, the elevator, the artistic effect, and the beautiful array of goods to catch the penny of the wayfarer. I found also what the country store had not—half-starved clerks, inane in expression and dress—trying to satisfy the appetite of the public ever willing to be humbugged with the 'sacrifice,' 'liquidation, closing out,' 'bankrupt,' 'semi-annual,' 'terrible sacrifice,' 'revolution in prices,' 'given away,' 'mad rush,' 'where others lose, you gain,' etc.

Mr. Daly thought that his trip through the department stores was educational, and he suggested that it might pay others to gather like experiences. He thought that three essential points to be considered in storekeeping were location, expenses, capital. The department storekeepers, he was convinced, have considered all these—their only fear is a combination of still larger capital. Brains he thought counted for much—but not for as much as large capital. He also found that the standard of help in the book department had improved—"it is hard to find an ignorant or stupid clerk in the book department of the bazaars."

He found that the value of the book stocks in the ten department stores that he visited to range from about \$60,000 down to about \$500. Taking three books copyrighted, and two not, as examples, he found that the prices for the copyright book in the department store were \$1.98 cents, 89 cents, 98 cents, none in stock, 98 cents and \$1.08 against \$1.20 asked for the book in a majority of the ten book-stores visited. The non-copyright books ran for the one 55, 65, 59, 54 and 59 cents, and for the other

the uniform price of 15 cents as against 15 cents and 20 cents in those of the regular book store that carried paper-covered stock.

He found that none of the booksellers he visited maintained the publisher's price, that they were all cutting more or less deep. In conclusion, Mr. Daly said:

"The casual observer must conclude that the day for the incompetent merchant is past. The uncivil, unsystematic, unbusinesslike bookseller is a thing of the past. The incompetents can live, but they must cut to the bone to do so. The bookseller to-day largely depends on his personal trade. I dare say there is not a clerk in any of the large book-stores that has not a *clientèle* of his own. Trade is a matter of personality in the book business as well as in everything else. Keep something besides factory books. Remember that the ideal book-lover is generally an idealist in pocket book; he will search the town in order to save a few cents, but the book-buyer is different.

The strong points about the department stores are: they get the crowd; they cut prices; they are modern; they are open to every innovation. Their weak points are: their impersonality; lack of capacity to handle large stock; their great advertising accounts; large salaries of buyers that could maintain a modest list of factory books without individuality; general large rentals; constant irritation for new things.

What is the bookseller to do? Organized Combination is the watchword of the bookseller. Cut prices if necessary. Reach your customers and tell them that the department store cuts prices on books only to trap the buyer for something else. You must be bookmen in every sense of the word. The book-store should be the most artistic store, for to it the most artistic people are attracted. A book-store should be the home of art and culture. The department stores are fighting you, you must fight back. Legislation will not do. Taxation will not be a cure. A sharp lawyer can drive a team of oxen through any commercial law, especially one of this character. Combination among booksellers is the only way out.

Other speakers were: A. Dwight Stratton, Dodd, Mead & Co., and Desmond Fitzgerald of the firm of R. F. Fenno & Co. Mr. Stratton thought that the list price was detrimental to the bookseller, because it invites invidious comparisons. He favored a net price, but thought it would be useless unless the publishers would enforce the selling price. If a price were adopted it would be advisable for the publishers to deliver large orders free, or else have a mailing price for each book (10% net price). He thought the selling prices of copyright books could be maintained by co-operating of the larger houses. "There is scarcely a bookseller," he said, "but would enter at once into the right spirit of such an arrangement. The vast majority of department stores would also in my opinion be glad to maintain prices. The few large stores which might for a while be tempted to hold out or break up a system, could in a short time be brought to terms. The net system has never been tried in this country under fair conditions. With the intention of enforcing the selling price, it would be no better than our present discount system."

Mr. Fitzgerald suggested as a remedy

elimination of the retail price. He argued that inasmuch as the publisher is unable, even if he so desired, to protect his published price, it were better that he fixed no price at all for the public and allowed the bookseller to make such a price as would best suit his constituency. This provoked some discussion unfavorable to Mr. Fitzgerald's position.

Letters were read from David McKay, of Philadelphia, J. Lamont Perkins, of Boston, Samuel H. Putnam, of the firm of Putnam, Davis & Co., Worcester, Mass., and S. E. Bridgman, of S. E. Bridgman & Co., of Northampton, Mass.

THE ATTITUDE OF THE ENGLISH TRADE TOWARDS CHEAP BOOKS.

WE reprint from the New York *Evening Post* a communication from George Haven Putnam that corrects certain misstatements made in the editorial pages of the *Post*, and that seem to us worthy of record as an admirably clear statement of facts that to a certain degree are parallel to conditions in the book trade in this country:

THE QUESTION OF CHEAP BOOKS.

To the Editor of The *Evening Post*.

SIR: In the *Evening Post* of the 18th ult. was printed an editorial on "The Question of Cheap Books." The text of the article was the decision recently arrived at by the British Society of Authors not to co-operate with the attempt that was being made by the publishers and booksellers of Great Britain to do away with the present system, under which books are published at one price and sold at another.

The writer of the article in question has, I think, failed fully to understand the nature of the issue that was presented for the consideration of the British authors, or he has at least failed fairly to present this to your readers. He writes as if the British book trade were attempting to bring about a combination for raising the prices of books, and as if the authors, interested on behalf of their readers, and also on the ground of the wider circulation that was to be looked for for low-priced books, were taking a stand against the purpose of such combination. It is, however, the fact that the English publishers and booksellers have no such purpose in view. They are simply trying to get rid of a system which has, in more ways than one, proved demoralizing to the interests of book producers and booksellers, and in their opinion also to those of the community generally.

Under the present routine in Great Britain, a volume advertised as published at 6s. is, as a rule, sold to the consumer or buyer at a discount of threepence in a shilling, or 4s. 6d. net. The buyer of books has become so much accustomed to secure such discount that he feels grieved or imposed upon if it is not at once proffered to him. He is, in fact, not infrequently much more keenly interested in this detail of receiving a discount than in the actual price that he has to pay for the book after the discount has been deducted.

The commission given to the retail dealer for handling the book and for reaching with it the reading public is based upon the advertised or nominal price. The margin between the net price that he has under the above practice re-

ceived for the book, and the actual cost of the same to him, has proved inadequate to offset the expense of carrying on his business. Under this heading of the expense of a retail book business, must, of course, be included with the ordinary outlays for rent, salary, etc., the very important item of the loss on books for which sale may not have been found, and the further item of deterioration of stock, which has finally to be sold, if sold at all, at reduced prices. As a result of this difficulty, the retail booksellers in Great Britain have actually, during the past twenty-five years, in which the general population has increased, diminished in number. What is of more practical importance, the management of these retail shops has diminished in efficiency. The booksellers claim, and as the figures show with justice, that under existing conditions they cannot afford to carry on their business intelligently. That is to say, they have not sufficient resources from which to pay skilled and capable clerks, or with which to carry an adequate stock of standard literature for the information and the service of the local public that they are supposed to serve. A number of the country-town booksellers, in order to save themselves from being driven out of business altogether, have added to their stock other lines of goods, and as on these they can, as a rule, depend upon securing a living margin of profit, their interest in this side of their business naturally develops at the expense of the attention that ought to be given to the bookselling side.

It is, of course, not necessary to contend that the existence in a town of one or more well-stocked and well-conducted book-stores is of material importance for the general education of the community. It is also the case that if the machinery for the distribution, that is to say, for the selling, of books becomes materially impaired, there must be a direct disadvantage to the interests, not only of the publishers but also of the authors who retain some interest in the continued sales of their productions.

As a remedy for this increasing difficulty the leaders of the publishing and bookselling trade in Great Britain have for some time had under consideration a reorganization of their trade system. They want to bring about a method under which the book shall be published at a real price in place of a nominal price, and shall be sold to the buyer at the price at which it is advertised by the publisher. In connection with such change, they have been endeavoring to arrive at the rate or amount of the commission which shall be given to the bookseller for his service and his risk in handling the book, and to arrange that such commission, when fixed, he shall be substantially secure in obtaining. It has been part of the plan that the advertised price of current publications should be so far reduced that it would practically amount to what the actual selling price is at present. If this policy be carried out, the buyer would not pay more for his annual purchases than at present, but he would be deprived of the incidental satisfaction of receiving the discount.

The process that has for some years been going on with books (as with other commodities) under which the consumer is benefiting by lower prices, and the margin of profit for the producer is proportionately reduced, is a proc-

ess that cannot be interfered with or checked by any action of either publishers or authors.

It seems to some of us evident that the managers of the Authors' Society have themselves failed fairly to understand the nature of the business problem presented for their consideration and counsel. They have not realized how much their own interests are bound up in the support of a well-organized and intelligently managed bookselling trade. I think it possible that their adverse decision has also been influenced by the detail that the royalty paid to the authors who take their compensation in this way is as a rule calculated upon the published price, or upon what is, as explained, the nominal price. If, under the change which had been contemplated, the volume heretofore published at 6s., and sold at 4s. 6d., should be reduced to 5s., or even to 4s. 6d., and should be sold at the price at which it was advertised, the basis for the calculation of the royalty coming to the author would naturally be 5s. in place of 6s. On the other hand, there need, of course, be no difficulty in readjusting a royalty arrangement to the new conditions, and under the competition between the publishing offices, it is not likely that the authors would, under the new system, secure a smaller proportion than at present of the net returns.

I think that this incident is a fresh example of the importance of securing for authors, who are planning to take a more active part in the management of the business side of literature, some actual business training or experience. There would certainly be material advantages if the managers of the Authors' Society might from year to year detail certain representatives of their number (presumably among the younger and more active men) to take part for one year, or for two years, in the actual work of publishing offices and of the retail bookshops. I believe that only in this way can the authors of Great Britain (I am not venturing to speak at this time of American conditions) secure the practical knowledge which will enable them to speak and to act with adequate intelligence and judgment in the matters connected with the business side of the production and distribution of books.

The publishers and booksellers had decided that the co-operation of the authors would be essential if the proposed reform (in connection with which there are many difficulties of detail) was to be carried out. As the matter now stands, it seems probable that this reform will be indefinitely postponed, and that the decline of the English bookseller will go on. On the other side of the two channels, we find the retail booksellers of Germany and of France working under a well-organized and equitable business system, which secures for skilled labor an adequate return. The booksellers of Germany are (and chiefly on this ground) not only well-trained men of business, but in the majority of cases, scholarly bibliographers. The public is well served, and the authors have no ground for complaint as to the proportion coming to them from the profits on sales.

Submitting for the information of such of your readers as may be interested the foregoing comments and suggestions upon the subject considered in your article, I am,

Yours respectfully,

GEORGE HAVEN PUTNAM.

NEW YORK, December 20.

STATIONERS' BOARD OF TRADE.

THE annual meeting of the Stationers' Board of Trade was held at the rooms of the Board on the 4th inst. President H. C. Bainbridge presided, and there were present in person or represented by proxy sixty-two firms, half of them publishers of books.

The president in his address pointed out the reason for an extra assessment of \$5, that the expenses of running the Board were nearly equalled the actual receipts. The extra cost of doing business is due to the fact that the work now done for the Board is performed by paid experts, whereas it was formerly done gratuitously, and in many cases most inefficiently, by persons who relied for their remuneration upon other business which they expected to obtain through the Board. As a result, as Mr. Bainbridge pointed out, is that the cost of procuring information has become very much increased, and a corresponding increase is noted in the quality of the information received.

The collection department did efficient work during the year, considering that so many of the claims sent in were sent after all other means of collecting them had been exhausted.

The president called attention to the urgent necessity for the passage of a bankruptcy bill, and called upon the members to aid in securing the passage of the Torrey bill, which he believed is conceded by all commercial bodies to be the best bill before Congress to accomplish desired business reforms.

Treasurer Andrew J. C. Foye then read his report for year ended December 31, 1897, as follows:

RECEIPTS.

January 1, 1897—		
Balance in treasurer's hands.....		\$20.
To quarterly dues during year.....	\$10,110.00	
To collection's rebate during year.....	2,973.38	
To estate's rebate during year.....	2,205.73	
To information excess reports during year.....	529.20	
To notary account, received from notary during year.....	13.50	
To certificate of stock during year.....	60.00	
To Irving Savings Bank, int. on \$1,000 deposit.....	40.40	
To East River Bank, int. on \$1,000 deposit.....	40.40	
To loan account, loan from general to treasurer's account.....	125.00	
		16,097.81
		\$16,117.81

DISBURSEMENTS.

December 31, 1897—		
By expense during year.....	\$ 967.96	
Postage during year.....	1,552.17	
Salaries during year.....	9,760.32	
Estates during year.....	127.00	
Information during year.....	2,195.76	
Collections during year.....	133.15	
Certificates of stock redeemed during year.....	40.00	
Notary account.....	9.11	
Rent account.....	1,300.00	
		16,085.47
Balance to January 1, 1898.		32.34
		\$16,117.81

Following the report of the treasurer came the report of the executive committee, which was read by Secretary Davis. It was as follows:

REPORT OF EXECUTIVE COMMITTEE.

Your executive committee submits the following report for the year ending December 31, 1897:

INFORMATION DEPARTMENT.

The names in this department on our records up to January 1, 1898, number 61,094. At the present time we have reports of the standing and credit of 44,039 dealers; of which 3496 are reports of the new firms added during the year 1897, and the balance revised reports of firms previously on our records.

From January 2 to December 31, 1897, we have furnished to our members 25,071 reports.

INFORMATION (REPORTS) APPLIED FOR.

Inquiries of correspondents and agencies	8818
Inquiries of dealers for statements	3184

INFORMATION (REPORTS) RECEIVED.

Reports from correspondents and agencies	8670
Statements received	2320
During the year we sent to our members	7697

During the year 1897 483 letters were written in this department; to our members 8640 weekly circulars have been furnished.

This department was used by 157 members in 1897.

COLLECTION DEPARTMENT.

In this department there have been received during the year 3392 claims for collection aggregating the sum of \$150,192.85. Of this sum collections to the amount of \$54,678.29 have passed through the office. Of the claims received during 1897, and on our books from previous years.

2252 were sent to attorney.

439 closed through office.

591 closed through attorneys.

811 settled direct with creditors, aggregating \$42,551.23

428 returned uncollectible.

188 transferred to failure and assignment department.

Seventeen have been put in judgment, making a total of 4726 claims disposed of, leaving 2688 in process of settlement, including claims from previous years. There have been 31,024 letters written and 19,127 received.

FAILURE AND ASSIGNMENT DEPARTMENT.

In this department there have been received 440 cases, consisting of 1551 claims, aggregating \$249,982.84. On January 1, 1897, there were 603 cases unsettled, which, with 440 received during the year, makes a total of 1043 cases. Of these

29 cases have been closed by payment in full.

76 cases have been closed by assignee.

7 cases have been closed by extension.

13 cases have been settled direct with creditors, aggregating \$1,691.53.

51 cases have been settled by compromise.

122 cases have been closed as worthless.

Eighty-three claims have been put in judgment, representing 38 cases, making a total of 336 disposed of, leaving in process of adjustment 707 cases. There has been paid to creditors in this department \$52,635.67, exclusive of amounts paid direct. There have been 10,800 letters written, 9537 letters received, and 9702 circulars issued to creditors. In addition to letters mentioned, there have been 577 general letters received and 690 general letters written.

There has been received and disbursed, both by the collection and failure and assignment departments the sum of \$107,313.96. The books and accounts have been audited monthly and found correct.

We closed the year with a balance in the treasurer's hands of \$32.35, and interest on redemption fund due us from the savings banks of \$80.80.

Your committee earnestly asks all members to co-operate in making returns for the ensuing year satisfactory in every respect, and a benefit to us all.

Respectfully submitted,

J. C. AIKIN, *Chairman of Executive Committee.*

The annual election for eighteen trustees was then held, and resulted as follows: James C. Aikin, Charles Watson Allen, Charles A. Appleton, Henry C. Bainbridge, George C. Boorum, Charles F. Chicester, James L. Drummond, Patrick Farrelly, A. J. C. Foye, Robert Gair, F. E. Hafeley, C. S. Kiggins, William H. Mairs, Charles McLoughlin, Frank Squier, Frank W. Wood, Franklin Weston, Henry J. Weber. The newly elected board of trustees met for organization on the 11th inst., and re-elected the old officers to serve during 1898. These are: President, H. C. Bainbridge; 1st Vice-President, James C. Aikin; 2d Vice-President, Chas. McLoughlin; Treasurer, Andrew J. C. Foye, and Secretary, Wm. W. Davis, 99 Nassau Street.

BOOK THIEVES.

RALPH D. WHITTLE, who keeps a book-shop in the basement of 83 Fourth Avenue, New York, and who was arrested November 9, 1897, on the charge of receiving stolen books and instigating the thefts, was sentenced, on the 11th inst., to the penitentiary for six months. Whittle made a pitiful appeal for clemency, which was disregarded by the court.

THE delivery-wagons of the J. F. Tapley Company, at 7 Bond Street, New York, book-binder to the Century Company, load and unload in "Shinbone Alley," which runs crookedly from Bond to Bleecker Streets. On the 11th inst., while a wagon was loading, the driver saw a man sneak up and help himself to two sets of the Century Dictionary and make off toward Bleecker Street. The thief was overhauled by the police in Mott Street, still carrying one bundle. The other he had dropped. He proved to be Peter Moore, a moulder, of 304 Mott Street. At his home his wife told the detectives that he had brought home many bundles from the alley. Each bundle, which was worth \$70, he sold to Dominico Carvalho, a junk-dealer on the block, for 10 cents. The firm figured up that he had sold \$750 worth of the dictionary for seventy-five cents. Carvalho was arrested and locked up with Moore.

BOOKS ADMITTED FREE.

ON protest of J. B. Lippincott Co. against the decision of the collector at Philadelphia as to the assessment of certain books imported June 30, 1897, the Board of United States Appraisers decided in favor of the protestants. It appeared that J. B. Lippincott Co. imported four volumes of "Bemrose's Wood Carving" and four volumes of "Ripper's Machines," by order of the Philadelphia Library, one copy of each work for the use of the Wagner branch, the West Philadelphia branch, the Germantown branch, and the Frankford branch of that institution. The collector gave free admission to two copies of each book. The importers claimed that all the books were exempt from duty under paragraph 413, act of August, 1893. The board found that the books had been ordered by the Philadelphia Free Library for the use of different branches, and that each branch is a public library.

A GUILD OF CATHOLIC AUTHORS.

ARCHBISHOP CORRIGAN has given his approval to a movement to organize a guild of Catholic authors and writers of the United States, and a meeting to adopt a constitution and elect officers is to be held at the Catholic Club in New York on the 17th inst. Those who are leading in the movement include Charles Hanson Towne, John Jerome Rooney, Dr. R. H. Clarke, Miss Agnes Sadlier, and the Rev. John Talbot Smith.

The guild is to be a national affair and will number among its members F. Marion Crawford, Molly Elliot Seawell, Christian Reid, Scott Marble, and Jeffrey Roche. The aim of the guild will be to place within reach of the young writers the experience of the older and successful Catholic authors, to make suggestions about a choice of literary work, and to promote the cultivation of the Catholic spirit in every department of letters.

BOOKSELLERS' ASSOCIATIONS.

THE BOOKSELLERS' AND STATIONERS' PROVIDENT ASS'N VOTES TO REMAIN IN EXISTENCE.

ABOUT fifty persons were present at the special meeting of the Booksellers' and Stationers' Provident Association, held at the Gramercy Lyceum on the evening of the 10th inst., to consider the report of the Committee of Ways and Means. According to the roll-call thirty of those present were members in good standing. President Charles T. Dillingham called the meeting to order shortly after eight o'clock, and called for the report of the committee, which was read as follows by Mr. Offord:

At the first meeting, the committee was of the opinion that the most essential thing to do was to urge all members to pay the assessments called, both in justice to the beneficiaries and in order to maintain the organization. To this end a circular was mailed to all the members. The response was very meagre; only 267 members paid the first 10 assessments in full, and only 178 members paid the following 8 assessments, and only 13 members made payments on account.

Under these circumstances, and considering the high average age of these 191 persons, the committee cannot recommend the continuance of the association, and would advise that the members end their connection with the association, of course paying in full the assessments called so far, which they are both morally and legally bound to do.

Having been forced to this conclusion, the committee of course considered it of no avail to try to raise funds, or to do anything else to keep in good standing those few members who have made payments on account, or who informed the secretary of the committee that they desired to do so.

The committee made diligent efforts to secure advantageous reinsurance for the members of The Booksellers' and Stationers' Provident Association, considering only the best companies. Of these, one alone, the New York Life, was willing to make us an offer, which we herewith submit to our members. The rates are very much below the usual rates of this or other companies, and the policy offers great inducements. The committee feel justified in recommending immediate application to the New York Life on the part of the members, in order that they may take advantage of this favorable offer.

The New York Life Insurance Company will have a complete list of the members of The Booksellers' and Stationers' Provident Association, and is willing to consider the application of all those members who were in good standing on October 23, 1897, thus including those who failed to pay assessments 148 and the following ones.

The attention of the committee has been mainly directed to those matters dealt with in the foregoing part of this report. The examination of the books has in the limited time at our disposal necessarily been somewhat superficial, but so far as we have been able to conduct it, this examination shows that the accounts have been properly kept, and that they bear the signature of the regularly appointed Auditing Committee. We believe that all the transactions of the officers and trustees have been conducted in accordance with their best

judgment for the good of the association, with very little encouragement or assistance from their fellow-members.

All this, together with the request that the committee be now discharged, is respectfully submitted.

CHAS. WILDERMAN
JAMES S. PACKARD
E. R. PELTON,
JOHN A. OFFORD,
JOHN C. LOY.

NEW YORK, January 10, 1898.

A letter from the New York Life Insurance Company was read, together with the report. The offer does not include exemption from medical examination.

The report was unanimously adopted without discussion of any kind.

The motion that "It is the sense of the meeting that the Booksellers' and Stationers' Provident Association be continued" was adopted by a vote of twenty-five to five. The affairs of the association will therefore remain for the present at least, in the hands of the members and the Board of Trustees. It is questionable whether, when the association fairly settles down again, one hundred members will remain.

COPYRIGHT MATTERS.

TO EXCEPT PHOTOGRAPHS.

REPRESENTATIVE SHAFROTH, of Colorado, introduced on the 7th inst. a bill to amend the copyright law so as to except photographs and publications from the list of subjects which can be copyrighted.

ON the 12th inst. Chairman Hicks of the House committee on patents introduced three bills proposing important changes in the patent and copyright laws. One of these is of special interest to newspaper publishers, and was introduced after conference between Chairman Hicks and the American Newspaper Publishers' Association. It amends the copyright law so that the line production in a daily newspaper of photographs other than those relating to fine arts shall not be a violation of the laws.

BUSINESS NOTES.

ALLENTOWN, PA.—T. H. Diehl, for twenty-five years in the book business, notifies his creditors that his affairs are undergoing liquidation, but that he hopes to make satisfactory arrangements in a short time.

AUDUBON, MINN.—E. Bakke, bookseller and stationer, will discontinue.

BENTON HARBOR, MICH.—The Wall Brothers have opened a book-store here.

ELDORADO SPRINGS, MO.—Harry A. Rhees, bookseller, has sold out.

MILWAUKEE, WIS.—D. Heise has again taken possession of the South Side Book-store, 44 Grove Street, and requests publishers and manufacturers of stationery to send their latest catalogue and lists.

NEW YORK CITY.—John Francis, who some years has been identified as a partner in the firm of S. F. McLean & Co., bookseller, 44 and 46 East 23d Street, has withdrawn from the firm. The business will be continued under the old firm-name with S. F. McLean in charge. All liabilities are assumed by, and assets payable to, the firm of S. F. McLean & Co.

NEW YORK CITY.—Schedules of Robert H. Merriam, president and treasurer of the Merriam Company, at 67 Fifth Avenue, show liabilities of \$65,552, contingent liabilities, \$9444; nominal and actual assets, \$2.33 in cash. The bulk of the liabilities are for debts of the company, which he assumed. There are possible equities on notes of the Merriam Company of face value, \$88,112, in stock of the company, and on securities pledged to secure debts of the company.

OMAHA, NEB.—The store of the Kinsman & McCloud Law-Book Company has been closed on an execution.

PHILADELPHIA, PA.—George W. Jacobs and George C. Thomas, Jr., have formed a co-partnership to continue the business of George W. Jacobs & Co., at 103 S. Fifteenth Street.

ST. LOUIS, MO.—Buxton & Skinner have purchased the stock of the R. V. Patterson Stationery Co., of No. 406 North Fourth Street. The business is one of the oldest in the city.

SHELBYVILLE, TENN.—L. E. Capshaw, bookseller, has made an assignment.

BIBLIOGRAPHICAL NOTES.

ELIOT STOCK, 62 Paternoster Row, London, has just published the 11th volume of "Book Prices Current, being a record of the prices at which books have been sold at auction, the titles and description in full, the catalogue numbers, the names of the purchasers, and special notices, containing the prices for the year 1897." A general index and an index of subjects of an extensive character have been added, and a large number of entries, which seemed to stand in need of elucidation or explanation, have been carefully annotated, either bibliographically or historically, and collations of many of the books have also been given.

VELHAGEN & KLASING, Leipzig, have published a new edition of Otto Mühlbrecht's exceedingly interesting and useful work, "Die Bücherliebhaberei in ihrer Entwicklung bis zum Ende des xix. Jahrhunderts." The first edition was published about a year ago, and it speaks well for the interest taken in the subject in Germany that a new edition should be called for already. The author, who is well known to the book world at large through his connection with the firm of Puttkammer & Mühlbrecht, of Berlin, and as the editor of the *Allgemeine Bibliographie der Staats- und Rechtswissenschaften*, etc., has almost rewritten the work and enlarged it in many directions. New chapters have been added covering the subjects of ex-libris, bookbindings, printers' devices and bibliomania in Germany, Belgium, and Holland. Entirely new, also, are the 213 illustrations in the text and the 11 full-page plates. It is to be regretted that the author did not consider it of enough importance to retain in this edition the very full bibliography included in the first issue of his work. It is to be hoped that Mr. Mühlbrecht may be induced to bring this valuable feature up to date and include it in the next edition. The work is an important addition to the steadily growing literature on book-collecting and kindred subjects. Besides the regular edition there are 100 numbered copies printed on special paper, and bound in calf. (xii+335 p. 8°, pap., 9 marks, hf. mor., 12 marks; ed. de luxe, cf., 20 marks.)

CATALOGUES OF NEW AND SECOND-HAND BOOKS.—*F. J. Bright & Co.*, 22 Town Hall Ave., Bournemouth, Eng., Standard British literature. (No. 42, 666 titles.)—*William Brown*, 26 Princes St., Edinburgh, Miscellaneous and autographs. (No. 118, 520 titles.)—*John W. Cadby*, 131 Eagle St., Albany, N. Y., Americana, first editions, periodicals, etc. (No. 32, 239 titles); also, Autograph letters and historical documents, with a few book-plates. (No. 33, 347 titles.)—*Francis Edwards*, 83 High St., Marylebone, London, English and French miscellaneous. (No. 230, 815 titles.)—*Joseph McDonough*, 53 State St., Albany, N. Y., Americana, etc. (No. 127, 736 titles.)—*David Nutt*, 270 Strand, London, Greek and Latin writers, etc. (No. 58, 1920 titles)

LITERARY AND TRADE NOTES.

ARTHUR J. SAALFIELD has accepted the position of manager of the sales department of the Werner Co., at Akron, O., where he will make his home in the future.

LAMSON, WOLFFE & Co. will publish shortly a romance entitled "Carita," by Louis Pendleton. The scene of the story lies in Cuba, before its present difficulties with Spain.

DR. GEORG EBERS'S new novel is entitled "Arachne." The scene of action is again laid in the author's favorite region, Ancient Egypt. The hero is a young Greek sculptor, and this circumstance offers the learned romancer an opportunity of expounding his theories regarding art and artists.

GINN & Co. have in press "The Captivi and Trinummus of Plautus," edited by Prof. E. P. Morris, of Yale University, a new volume in their *College Series of Latin Authors*; also, "The Alcestis of Euripides," edited, with critical and exegetical notes, by Hermann W. Hayley, of the Wesleyan University.

PETER ECKLER, 35 Fulton Street, New York, has just issued a work entitled "Faith or Fact," by Henry M. Taber, with an introduction by Col. Robert G. Ingersoll; also, an edition, in five volumes, of the complete works of Thomas Paine. He has in press Ernest Renan's "Life of Jesus," with the author's latest corrections, a new preface and appendix, and portraits.

ANNOUNCEMENT is made in the New York *Commercial Advertiser* by Dr. James M. Whiton, of "The American Standard Bible," to be published in the latter half of 1899. The new Bible will be what is now known as the Revised Version, but with prominent differences. These differences will mainly be in the points of disagreement between the British and American Committees of Revision.

BRET HARTE'S new story, "The Passing of Enriquez," will soon appear in *The Century*. Mr. Harte has also written a piece of verse called "Her Last Letter." This is the concluding poem of his series. "Her Letter" and "His answer to Her Letter." Another new poem of his is called "Lines to a Portrait by a Superior Person." These two poems are also to be published in *The Century*.

CLARENCE A. CALDWELL, with the firm of Estes & Lauriat, was married at Toronto on the 7th inst. to Miss Grace A. Morrison. The wedding took place at the house of the bride's father, James A. Morrison, 81 St. George Street, the Rev. C. H. Shortt, of St. Thomas'

Church, officiating. Mrs. Caldwell will receive at the Kensington, Fifth Avenue, New York, where the couple have a suite of rooms.

FOR the information of the trade W. A. Wilde & Co. announce that they are the publishers of a book under the title of "Success," by Dr. Orison Swett Marden, and that they have in preparation a second volume by the same author. The announcement in THE PUBLISHERS' WEEKLY of January 8 that The Success Co. are "the sole publishers of his (Dr. Marden's) books" is therefore only correct in so far as it refers to the books formerly published by Houghton, Mifflin & Co.

A DINNER in honor of Anthony Hope Hawkins was given at 14 Mott Street, in New York, on New Year's Day, by his publishers, Frederick A. Stokes Company and Geo. F. Foster, secretary of the company. A number of writers were invited to meet him. Among them were Robert W. Chambers, Julian Ralph, Major J. B. Pond, Paul Leicester Ford, Robert E. Peary, Horace S. Stokes, Walter Larned, and others. The dinner was strictly after the Chinese order. After the dinner the visitors took in the other sights of Chinatown.

R. F. FENNO & Co. are to be the publishers of a book by W. T. Stead, of the *Review of Reviews*, to be entitled "Satan's Invisible World Displayed; or, Despairing Democracy." The author of "If Christ Came to Chicago" has put his studies of American municipalities once more to stern uses. He takes as his data the testimony given before the Lexow Committee, and presents a graphic picture of the corruption of municipal affairs in New York City. The book will be timely, because Mr. Stead boldly asserts that municipal government has been a failure in the United States, and claims that well-instructed, high-minded citizens could never have ratified such a charter as that of Greater New York.

G. P. PUTNAM'S SONS have in preparation a very important work; which is to be a biographical survey of American politics, covering from 1801 to the present time. It is to be edited by Moses Coit Tyler, and to be published under the general subject title of "A Century of American Statesmen." It will present in vivid outline the lives and characteristics of the chief statesmen from Thomas Jefferson to William McKinley, who, whether for good or ill, have influenced American political history. Prof. Tyler has also in preparation a third volume of his history of American literature covering "The Literary History of the American Republic During the First Half Century of Independence, 1783-1833." A new book by Emma Brooke, author of "A Superfluous Woman," will be entitled "The Confession of Stephen Warpsire."

MEYER CHINSKEY, a bookseller, of No. 19 Ludlow Street, New York, whom Anthony Comstock, of the Society for the Suppression of Vice, has been prosecuting in the Court of Special Sessions on the charge of selling an immoral book, was acquitted on the 8th inst. in that court. The case was begun some time ago, and the hearings were adjourned from time to time until the court could decide which of the two translations of the book presented for its consideration (the original work being in Hebrew) was the correct one. Mr. Comstock

contended that the title of the work was "Massa Tolo," meaning "The Story of the Crucified One," and that it had been printed by Hebrew societies to counteract the influence of the missionaries who were at work among the Jewish people. Chinskey, however, asserted that the title was "Massa Solo," "The Story of the Hanged One," that it was written by Jewish priests several hundred years before the birth of Christ, and that it was an allegorical tale, intended to inculcate good morals and a high standard of principle in the reader. The court adopted the bookseller's view.

PICK-UPS.

HIGH-SCHOOL BOY (at the book-store): "Have you a book of love poems for beginners?"—*Fliegende Blätter*.

DOMESTIC DICTIONARY.—*Johnny* (looking from his reading): Mother, what is a bookworm? *Mrs. Billus* (with a sharp side-glance at Mr. Billus): A bookworm, Johnny, is a man that always sticks his nose in a book or a paper when his wife wants to talk to him.—*Chicago Tribune*.

A CUSTOMER stepped into a Denver bookstore during the holidays, and, while looking over the books, remarked, "Oh, by the way, Frank, I picked up a copy of that nice edition of 'Quo Vadis' cheap, yesterday"—Frank replied as any book clerk would—"Oh yes, Little, Brown edition." "No," the customer answered, "those large purple ones."

LONGMANS, GREEN & Co. received the following letter, which will explain itself:

—, BROOKLYN, N. Y., Dec. 18th, 1900.
DEAR SIRS:
I am informed that you are the publishers of the works of a celebrated scholar named Ibsen. Can you give me some information respecting the same, as to what works consist of, price, etc., and oblige
Faithfully yours
(Rev.) —. B.—

A LITERARY ZOO.—The fact that the old Boston Public Library has been converted into a "zoo" has given rise to the following comment made by Gelett Burgess in the January *Bostonian*:

THE LIONS OF BOSTON.

A Literary Zoo!
Where—ew!
I had heard of this in Boston, but now I see it's true!
A Library of wonders, a collection all in cages,
Full of Literary Lions with their pens in inky rages.
And all on exhibition at a very moderate fee—
Oh, stockings blue of Boston—do—please come and see!

A Literary Zoo!
A Spectacle to view!
Boston used to keep them private, but now they'll show
for you.
Now they name 'em and they tame 'em, and they show
'em and they brand 'em,
And in spite of guttural dialect a child can understand
'em.
Here's a Panther with a Purpose and a Problem
Tail.
And mark these neat poetic feet! An Educated Snail!

A Literary Zoo!
So really clever, too!
Ah, what ghostly authors shudder from the shelves
once they knew!
In the alcoves that the sometime Literary Lights invade
Now the plagiaristic monkey thinks he does as well
they did.
And the Unenlightened Publishers assemble here
gaze
While the anaconda swallows indiscriminating praise!

TERMS OF ADVERTISING.

Under the heading "Books Wanted," subscribers only are entitled to a free insertion of five lines for books out of print, exclusive of address (in any issue except special numbers), to an extent not exceeding 100 lines a year. If more than five lines are sent, the excess is at 10 cents per line, and amount should be enclosed. Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, must be paid for at the rate of 10 cents per line.

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents per line for each insertion. No deduction for repeated matter.

Under the heading "Situations Wanted," subscribers are entitled to one free insertion of five lines. For repeated matter and advertisements of non-subscribers the charge is 10 cents per line.

All other small advertisements will be charged at the uniform rate of 10 cents per line. Eight words may be reckoned to the line.

Parties with whom we have no accounts must pay in advance, otherwise no notice will be taken of their communications.

Parties desiring to receive answers to their advertisements through this office must either call for them or enclose postage stamps with their orders for the insertion of such advertisements. In all cases we must have the full address of advertisers as a guarantee of good faith.

BOOKS WANTED.

In answering, please state edition, condition, and price, including postage or express charges.

Houses that are willing to deal only on a cash-on-delivery basis will find it to their advantage to put after their firm-name the word [Cash].

Write your wants plainly and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.

It should be understood that the appearance of advertisements in this column, or elsewhere in the "Publishers' Weekly," does not furnish a guarantee of credit. While it is endeavored to safeguard these columns by withdrawing the privilege of their use from advertisers who are not "good pay," booksellers should take the usual precaution, as to advertisers not known to them, that they would take in making sales to any unknown parties.

For advertising rates see "Publishers' Weekly," January 1, page 11.

American Baptist Publication Society, Chicago.
First Principles of Agriculture, Mills and Shaw's.

American Magazine Exchange, Emilie Bldg., St. Louis, Mo.
Von Holst, Constitutional and Political History, after v. 2. cl. Callaghan & Co.
Journal of Practical Metaphysics, Boston, any of v. 1.
Chap-Book, v. 1, no. 4, July 1, 1894.

American Press Co., Baltimore, Md.
Life of R. B. Taney, by Tyler.
War Between the States, A. H. Stephens.
Rise and Fall of the Confederacy, Davis.
Reminiscences, Ben Perley Poore.
The Lost Cause, Pollard.

Baptist Book Concern, Louisville, Ky.
Set Giles' Commentary.

Thomas R. Barnum, 144 Humphry St., New Haven, Conn.
The Panoplist, May, 1819.

J. L. H. Bayne, 23 N. Juniper St., Phila., Pa.
Burk's Life of Lord Mansfield; also any matter on his life.
Legal Attainments of Shakespeare, by F. F. Heard.
Pub. by Lee & Shepard.

W. L. Beekman, 55 E. 5th St., St. Paul, Minn.
Emily Chester, a novel.

Geo. T. Bisel, 725 Sansom St., Phila., Pa. [Cash].
Burk's Life of Lord Mansfield.

P. Blakiston, Son & Co., 1012 Walnut St., Phila., Pa.
Zimmerman (George), Autobiography of, formerly in the Commissariat Department of the Army under Napoleon. London, 1852.
Franklin in France, Hale. 1887.

A. B. Blinn, 323 W. Fifth St., Cincinnati, O.
Taylor, John Godfrey's Fortunes.
Bancroft's U. S., v. 10, cl.
Cincinnati Directory, 1819.
Campbell and Rice's Debate.

Bonnell, Silver & Co., 24 W. 22d St., N. Y.
What Would the World Be Without Religion, by Parkhurst, Randolph.
Peterkin and Gretchen. Randolph.

The Book-Shop, 171 Madison St., Chicago, Ill.
The Young Man's Counsellor, by Daniel Wise.
Bancroft's Native Races, v. 5.
Butler's Lives of the Saints.
Bancroft's United States, v. 9.
Scientific American, v. 1, 1st ser.
The Book of Life, by Sivarth.
Ten Years in Sweden.
Symmes' Theory.
Thoughts in My Garden, by Ware.
Puck, v. 1.
Prof. Crook's Researches in the Phenomena of Spiritualism.
The Brandon Mystery, by George Reynolds.
Triumph of Truth. Harper, 1838.
The Bible in India.
Dodge's Our Wild Indians.
History of Chester County, Pennsylvania.

The Boston Book Co., Freeman Place Chapel, Boston, Mass.
Amer. Jour. of Psychology, set or odd nos.
Psychological Review, odd nos.
I Go a Fishing, Prime.

Boston Cheap Book Store, 506 11th St., N. W., Washington, D. C.
Shakespeare, George Steevens ed. 8 v., frontispiece on steel in each vol., size 5 x 2 3/4 inches, cf. v. 1, 2, 3, 7, 8, or set. H. C. Carey & I. Lea and McCarty & Savis, Philadelphia, 1823.
Rush, On the Voice.
Stolen Waters, a poem.

J. W. Bouton, 10 W. 28th St., New York.
Colonial Architecture of New England.
Cent Chefs d'Œuvre, Wolff, large-pap., India proofs.
Ancient Windsor. 1859.
Barrère and Leland, Dict. of Argot and Slang.
Gotch's Renaissance Architecture. 6 pts.

The Bowen-Merrill Co., Indianapolis, Ind.
Wirt's Letters of British Spy.

Bowers & Loy, 10 Park Pl., N. Y.
Sloane's Napoleon, 4 v.
Century Dictionary.
History of Fulton and Montgomery cos., N. Y.
Plato, tr. by Thomas Taylor.
Genealogy of Huntington Family.
Savage's Genealogical Dictionary, 4 v.
Victor's Rebellion, 4 v.
History of Printing, Isaiah Thomas, 2 v. 1810.
Hill's Manual, 50 copies.
Chinese Gordon, Hake.
Marshall's Washington, 5 v., with atlas.
Sutton's Analysis.
Life of Machiavelli, in English.
" Cardinal Richelieu, in English.
His Natural Life, by Marcus Clark.
Isis Unveiled, Blavatsky, 2 v.
Secret Doctrine, Blavatsky, 2 v., 1st ed.
Petronius, in English.
Audubon's Quadrupeds, v. 1. N. Y., 1854.

Brentano's, 218 Wabash Ave., Chicago, Ill.
Lyon, Colonial Furniture. H., M. & Co.
Social Statics, early ed. without Man versus State.
Cupid and Sphinx, by Mrs. Fleming. Putnam.
Adventures of a Swamp Doctor.
Heroine of the Rebellion (The Story of Capt. Moliy).
Hovey's Launcelot and Guinevere.

Brentano's, 31 Union Sq., N. Y.
Japanese Bride. Macmillan.
Old Touraine, Mills.
Treasures of Humble.
House of Dreams.
Philo-Christus.
Isaiah of Jerusalem. Arnold.
Lover's Dictionary. Harper.
Battle of Buena Vista. Carleton.
Things Japanese.
Downing's Landscape Gardening.
Civil Service in Gt. Britain, by D. B. Eaton.

Funk & Wagnalls Co., 30 Lafayette Pl.,
Six Days of Creation, by Taylor Lewis. Pub. by

BOOKS WANTED.—Continued.

Gammel Book Co., 619 Congress Ave., Austin, Tex.

Northeastern Reporters (Nat. Rep. System), v. 31 to end.

F. E. Grant, 23 W. 42d St., N. Y.

Meditations of a Parish Priest.

Finch's Grecian and Roman Mythology.

Digest of the Maxims or Principles of the Common Law, by J. S. Barton.

Imitation of Christ, in Latin.

Collection of Hymns, in Latin.

Prendergast's Concordance to the Iliad. Longmans.

Twice Around the Clock, by Sala.

One each of the following nos. of *St. Nicholas*: v. 1, nos. 1, 3, 4, 7, 9, and 11; v. 4, no. 3; v. 5, no. 6.

Book of Worthies, Thomas Fuller.

History of England, Thomas Fuller.

Upham's Salem Witchcraft.

Riker's History of Harlem.

Reports of the Bureau of Ethnology.

Warren's Birds of Penn.

Flowers and Ferns, by Brewer.

Wm. Beverley Harlson, 3 and 5 W. 18th St., N. Y.

Summer Rambles in the West, by Mistress Elliott.

F. P. Harper, 17 E. 16th St., New York.

McClure, The Northwest Passage.

Harvard Book-Store, 35 Brattle St., Cambridge, Mass.

Any Ohio Law Reports.

Bismarck's Speeches in English.

Temple's Letters of Dorothy Osborne.

Trial of John R. Buzzell. Boston, 1834.

The Helman-Taylor Co., 188-174 Euclid Ave., Cleveland, O.

Kibble's History of Toryism.

Blackburn, Breton Folk. Osgood.

John Ireland, 1192 B'way, N. Y.

The Burnham Family, by Roderick H. Burnham.

Genealogical Records of Thomas Burnham.

Genealogical Records of Three Brothers, John, Thomas, and Robert Burnham, by Roderick H. Burnham.

Case, Lockwood & Co., Hartford.

Hawke's History of North Carolina, 2 v.

Life of David, by Chas. E. Knox. Randolph.

Family Register of Descendants of John Ellis, of Virginia, 1683, by Thos. H. Wyman. Richmond, 1849.

Biographical Sketch of John Ellis, the First Settler of Ashfield, Mass., 1745, compiled by E. R. Ellis. Wm. Graham Printing Co., Detroit, 1888.

Descendants of Rowland Ellis and Sallie Abrams, of Boston, Mass., 1802. Cincinnati, 1893.

Memoirs of Life and Times of Major Simon Willard, by Joseph Willard. Boston, 1858.

A Sketch of the Life of Major Simon Willard, compiled by D. H. Willard. Cincinnati, 1879.

The New Gospel of Peace. Pub. by G. W. Carleton.

George W. Jacobs & Co., 103 So. 15th St., Philadelphia, Pa.

Watkins, Holy Matrimony.

E. W. Johnson, 2 E. 42d St., N. Y.

Reminiscences of Saratoga, Stone.

F. H. Johnson, Flatbush and Livingston St., Brooklyn, N. Y.

In the Blossom and the Fruit, Mabel Collins. John W. Lovell.

King's Old Book-Store, 15 4th St., San Francisco, Cal.

Madden's United Irishmen.

Wolfe Tone's Memoirs.

Webb's Compendium of Irish Biography.

History of '98, by Father Kavanagh.

J Kirkpatrick, Woodland and Willson Aves., Cleveland, O. [Cash.]

Valentine Vox, The Ventriloquist.

Leggat Bros., 81 Chambers St., N. Y.

Burnham's Hen Fever.

Dodge, Our Wild Indians.

Lemcke & Buechner, 812 Broadway, N. Y.

Addis and Arnold, Catholic Dictionary.

Library University of California, Berkeley, Cal.

American Electrician, v. 8, 9.

R. M. Lindsay, 1028 Walnut St., Phila., Pa.

Foreign booksellers please notice.

Channing, Edw., Town and Country Govt. in the Eng. Colonies of N. A., Johns Hopkins Univ. Studies, 2d ser., no. 10.

R. M. Lindsay.—Continued.

Bonhöffer, Epiktet und die Stoa. Pub. Stuttgart.

Bruno, G., The Heroic Enthusiasts, tr. by L. Williams. London, 1887-9.

Carstensen, F., Die Biomech. Grundlegung der neuen allg. Erkenntnis Theories durch R. Avenarius. 1894.

Engelhardt, G. E. V., trans., Dionysius des Areopagiten Angebliche Schriften, 2 v. Sulzburg, 1823.

Gratz, H., Gnosticismus und Judenthum Ursposchin. 1846.

Hobhouse, L. T., Theory of Knowledge. 1896.

Kant, trans. Bax, Metaphysical Foundations of Nat. Science.

Lauwitz, K. D., Lehre von den Elementen während des Ueberganges von d. Scholast. Phil. zur Corpusculairtheorie. Gotha, 1882.

Loewenthal, E., System u. Gesch. d. Naturalismus, 5th ed. Leipzig, 1868.

Pfeiffer, F., Deutsche Mysker des 14ten Jahrh., 2 v. 1845-7.

Proceedings of the Aristotelian Society, 3 v.

Revue de Metaphysique. M. Xavier Leon, Paris, 1893.

Richert, H., Die Grenzen der Naturwissenschaftlichen Begriffsbildung. Mohr, Freiburg, 1896.

Ritter and Preller, Historia Philosophiae Greco-Romanæ, 7th ed. Schulthess & Wellmann, Gotha, 1888.

Schurman, J. G., Kantian Ethics of Evolution. 1881.

Seth, A., Hegelianism, 2d ed. 1893.

Siebert, Metaphysik u. Ethik d. Pseudo Dionysius Areopageta. Jena, 1894.

Stewart, J. A., Notes on Ethics of Aristotle.

Stroetzel, E., Untersuchungen über d. Begriff d. Kraft, 2 pts. 1877-84.

Strumpell, L., Einleitung in d. Phil. Leipzig, 1886.

Taylor, T., A Voyage to the World of Cartesius. London, 1894.

Tufis, J. H., The Sources and Development of Kant's Teleology. Chicago, 1892.

Volkel, J., Kant's Erkenntnis, Theorie, etc. Leipzig, 1879.

Wallace, W., Prolegomena to Study of Hegel's Philosophy, 2d ed. 1894.

Ziegler, Gesch. der Ethik, 2 v. 1882-6.

Chilby, J., Prerogative Law.

Ourem, Baron d', Etude sur la Representation Proportionnelle au Bresil. Paris, 1887 or later.

Barrett, R. W., Railway Problems, Social Questions of the Day Series.

Atharva-Veda Samhita. Roth & Whitney, Berlin, 1856.

Euclid's Elements with Dissertations by Jas. Wilkinson, 2 v., 4^o. 1781.

Gaspary, Geschichte der Italienischen Literatur.

Baronius, Annales Ecclesiast., 6 v., folio. Mogunti, 1601, etc.

Leighton, Lichen Flora of Great Britain. 1872.

Greent, Geophysics.

Holmes, Pliocene Fossils of S. C.

Ashley, W. J., Edward III. and His Wars, Eng. Hist. Series. Putnam.

Colebrook, Essays on Religion and Philosophy of Hindudus, 3 v.

Raynaldus, Annales Ecclesiastici Louca, 4 v. 1747.

Minot, Bibliography of Vertebrate Embryology.

Marshall, A. M., Lectures on the Darwinian Theory.

Butschli, Investigations on Microscopic Foams, etc.

Heape, W., The Development of the Mole.

Marshall, Morphology of the Vertebrate Head.

Kamphausen, Maischenopfer bei den Hebraern, etc.

Markham, C. R., Life of Columbus, World's Great Explorers Series. 1892.

Twitchell, J. H., John Winthrop, Makers of America Series.

Boltzmann, Vorlesungen über die Maxwellsche Theorie der Electricitat, etc. Leipzig.

Thomson and Poynting, Text-book of Physics.

Thomson, J. J., Treatise on Motion of Vortex Rings.

Thorpe and Ruecker, Treatise on Chemical Physics.

Lappenberg, Urkundliche Geschichte des hausischen Stahlhof in London. Hamburg, 1851.

Kentgen, Die Beziehungen der Hausa zu England.

Sharpe, R. R., Calendary Letters for Mayor and Corporation of London. 1885.

Varenbergh, Histoire des Relations diplomatiques entre le Comte de Flandre, etc. 1874.

Little, Brown & Co., 254 Washington St., Boston, Mass.

Speeches of Charles Phillips, 1823 or later.

W. H. Lowdermilk & Co., Washington, D. C.

Davis, Day Star of American Freedom.

Mason, Letters from Abroad on Musical Subjects.

Cook, In Old Touraine, 2 v.

Flint and Stone, Genealogy of Flint Family.

S. B. Luyster, Jr., 76 Nassau St., N. Y.

Encyclopædia Britannica, last ed., with English imprint, hf. mor.

BOOKS WANTED.—Continued.

Lyon, Beecher, Kymer & Palmer Co., Grand Rapids, Mich.
Sartor Resartus, Carlyle, Sterling ed., dark blue cl. Estes.
Burney's History of Music.
Sup. to Peale Britannica, hf. Russia, full gilt back.
Discovered Country, by Petersilia.
Atlantic Monthly, July to Dec., 1896, parts.

John J. McVey, 39 N. 13th St., Phila., Pa.
Brakespeare, The Fortune of a Free Lance, Lawrence, Harper, or Tinsley ed.

March Bros., Lebanon, O.
Stephens' Rise and Fall of the Southern Confederacy.
Knight of the Horseshoe, Franklin Square Library, no. 269.

Mechanics' Institute, San Francisco, Cal.
Young, Chronicles of the First Planters of Massachusetts Bay, from 1623-1636.

James F. Meegan, 23 Marietta St., Atlanta, Ga.
Bolles, On Bank Officers.
Anything pertaining to Georgia.
McCall's History of Georgia, v. 2.
Gilmer's Georgians.

Morris & Wilson, Minneapolis, Minn.
Meade, Old Churches, Ministers, and Families in Virginia.

Noah F. Morrison, 877 Broad St., Newark, N. J.
[Cash.]
Long's Expedition from Pittsburgh to Rocky Mts., by James.
Wolcott Memorial and Genealogy.
Mill's Political Economy, English ed. only.

New Amsterdam Book Co., 156 5th Ave., N. Y.
Recollections of a Lifetime, by S. G. Goodrich, 2 v.
Miller, Orton & Co., 1857.

New York Medical Book Co., N. Y.
Journal of the American Chemical Society, v. 1 to 18, 1879-1895.
Archives of Pediatrics, v. 3 and 4.

John P. Nicholson, 139 S. 7th St., Philadelphia, Pa.
The Misadventures of John Nicholson, by R. L. Stevenson, English ed. or any other good imprint.

The Nusbaum Book and News Co., Norfolk, Va.
Pierce's Contribution.
Ancient Landmark Plymouth, Davis.

Osborn's Book-Store, 95 Van Houten St., Paterson, N. J.
McMullen's Handbook of Wines and Spirits.

The Peter Paul Book Co., 420 Main St., Buffalo, N. Y.
Life of Mary Jamieson.
Deh-he-ma-ms, by James E. Seaver. 1856.

B. W. Pennock, 102 Arnold St., New Bedford, Mass.
Public Opinion, Oct. 12 and 19, 1889.

Philadelphia Book Co., 15 S. Ninth St., Phila., Pa.
Crew's Petroleum.
Marvin's Region of Eternal Fire.
Stowell's Petroleum Reports, bound vols.
Any old books on petroleum or maps of oil regions.
Any old books on glassmaking.

Wm. V. Pippen, 327 N. Charles St., Baltimore, Md.
Myself, Emory.
After His Kind, Coventry, 3 copies.
The Day Star, Davis.
Walpole's Memoirs Geo. IV.
Rob of the Bowl, Kennedy.

C. S. Pratt, 161 6th Ave., N. Y. [Cash.]
The Hermit of Aleova.
James Bush, Art of Speaking.
Sandow's Physical Training.
Illustrated books on billiards.
Tuckerman's Book of the Artists, last ed.

Presbyterian Book-Store, 708 Penn Ave., Pittsburgh, Pa.
Live and Learn, by H. N. W. Baker.
Garden Graith. Pub. by Randolph.

F. H. Revell Co., 63 Washington St., Chicago, Ill.
French Letters to the Seven Churches.
Chambers's Cyclo. English Literature.

A. M. Robertson, 126 Post St., San Francisco.
Fitz-Green Halleck's Poems.
Dance of Death.
" " Life.

Robson & Adee, Saratoga Springs, N. Y.
Any books on China Hunting, for amateurs preferred.

Philip Roeder, 307 N. 4th St., St. Louis.
Hayes, Scraps: A Journal of Overland Trip in Mowrey, Arizona and Sonora.
Life of Louis xiv., by Voltaire, English trans.
John Sevier, Biography of.
" As a Commonwealth-Builder.

J. Francis Ruggles, Bronson, Mich.
Judge S. J. Fields' Autobiography.
Eugene Field's Culture's Garland.
Merry Muses or Musings, by Burns.
Wheeler's Analysis of the Bible.
Apoc. New Test., il., edges trimmed.

J. S. Scheuber, 303 Houston St., Ft. Worth, Tex.
3 copies System of Nature, by Baron de Halba.
Mendum.
Debate Between Alexander Campbell and Robert Owen, occurred in Cincinnati, Ohio, in 1820.
Hall Caine's Recollections of Dante G. Rossetti.
Philosopher in Love and Uniform.
Dante and His Circle, by Rossetti.
Six Greater Victorian Poets by Walker.

Sorantom, Wetmore & Co., Rochester, N. Y.
Hodder's Life of Shaftesbury.

Charles Scribner's Sons, 157 5th Ave., N. Y.
Adams, Democracy and Monarchy in France.
" Political State of Scotland.
Arnold, Political and Social Criticism.
Cooper and Fenton, American Politics.
Flower, History of Republican Party.
Foote, Prosperity and Politics.
Fox, Political Parties.
Gillet, Democracy in U. S.
Godwin, Political Papers.
Gregory, Corrupt Use of Money in Politics.
Harwood, Coming Democracy.
Hazard, Economics and Politics.
Herbert, Russian Politics.
Hillebrand, Politics and Pen Pictures.
Houghton, Hist. Polit. Parties and Federal Gov.
Johnston, Studies in Am. Political History.
Lee, Manual of Politics.
Long, Republican Party.
Michigan Political Science Assoc. Publications.
Moses and Crane, Comparative Politics.
Parker, Three Powers of Government.
Patton, The Democratic Party.
" Political Parties in the U. S.
Richman, Appenzell: True Democracy.
Salter, Anarchy or Government.
Scott, Constitutional Liberty in English Countries.
Sumner, Collected Essays in Polit. and Social Science.
Townsend, Analysis of Civil Government.
White, Education in Polit. Science.
Willoughby, Nature of the State.
Wilson, Political Essays.
Winchester, Swiss Republic.
Worthington, Politics and Property.
" Politics for Prudent People.

Wm. T. Smith & Co., 145 Genesee St., Utica, N. Y.
Cobb's History of Reformation.
Allison's History of Europe.
Lord's Beacon Lights of History.
Goethe Gallery. Appleton, 1870.

C. L. Traver, Trenton, N. J. [Cash.]
American Journal of Archaeology, v. 1.
New Jersey Genealogy, anything.
Ency. of Electric Engineering, Gebbie, 2 v.

D. H. Tripp & Co., 206 Main St., Peoria, Ill.
Ben King's Verses.

United Presbyterian Board of Publication, Philadelphia, Pa.
Woman's Suffrage: The Reform Against Nature.
Bushnell.

D. Van Nostrand Co., 23 Murray St., N. Y.
Tyndall, Heat as a Mode of Motion, 1883 ed.
Kindergarten Magazine, nos. or vols.

H. K. Van Siclen, 259 W. 44th St., N. Y.
Life of John Jay, by Wm. Jay, 2 v. Harper Bros.
Clean copy for rebinding.

T. B. Ventres, 597 Fulton St., Brooklyn, N. Y.
Watch Tower in Wilderness, { Shipton.
Wayside Service, {
Between the Lights. Randolph & Co.

BOOKS WANTED.—Continued.

John Wanamaker, N. Y.

Jeffrey's Contributions to *Edinburgh Review*, cl. D. Appleton.

John Wanamaker, Philadelphia, Pa.

Battlefields and Campfires, by W. J. Abbott, in the original binding. Pub. by Dodd, Mead & Co.

Montgomery Ward & Co., 111 to 120 Michigan Ave., Chicago.

Masson's British Novelists.

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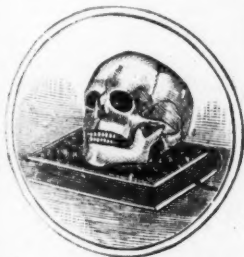
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